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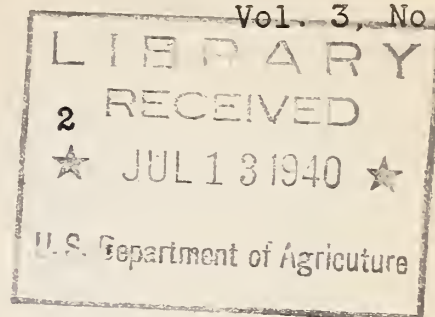
# The AMS. News

ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 1, 1940

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Vol. 3, No. 1



## INSECTICIDE AND NAVAL STORES ACTS ARE TRANSFERRED TO AMS

Responsibility for the enforcement of the Insecticide Act and the Naval Stores Act has been transferred by Secretary Wallace to the Agricultural Marketing Service, effective June 30.

The two Acts are at present administered by the Food and Drug Administration which was transferred June 30 to the Federal Security Agency under the terms of Reorganization Plan No. IV.

The transfer of the administration of the Insecticide Act is for a period of 2 years, after which a review will be made to determine where the Act is to be administered thereafter.

The Insecticide Act, enacted in 1910, is designed to prevent the manufacture, sale, and transportation in interstate commerce of adulterated or misbranded insecticides and fungicides and the importation and exportation of such articles. C. C. McDonnell has been in charge of the administration of the Act. He will be in charge of the unit in the Agricultural Marketing Service, where it will continue to be known as the Insecticide Division.

Dr. McDonnell became associated with the U. S. Department of Agriculture in 1907. In 1911 he was named chief of the insecticide and fungicide laboratory, and in 1928 was made Chief of the Insecticide Division of the Food and Drug Administration. Dr. McDonnell is a graduate of the University of Maryland where he received his B.S. degree in 1895 and his D.Sc. in 1920. He is affiliated with a number of scientific organizations, including the American Association for the Advancement of Science, Chemical Society, Association of Official Agricultural Chemists, Association of Economic Entomologists, and the Washington Academy of Science.

The Naval Stores Act provides for the establishment of standards and standard grades for turpentine and rosin; for the control of shipments and sale of these commodities to prevent mislabeled or adulterated products from moving in interstate commerce; and for the inspection and grading of naval stores at the cost of the person or organization requesting the service. V. E. Grotlisch, who has been in charge of the administration of the Act since 1938, will act in charge of the work in AMS. It will be known here as the Naval Stores Section. Mr. Grotlisch has been with the Department since 1914. He received his degree in chemical engineering at Cincinnati in 1912, and taught for 2 years before entering the Department.



The two agencies will add 61 employees to the staff of the AMS; of this number 55 will come from the insecticide unit and 6 from the naval stores unit. The larger part of the personnel of the insecticide unit consists of laboratory research workers, including chemists, pathologists, bacteriologists, entomologists, and inspectors. The six employees of the naval stores unit are inspectors or chemists.

#### W. O. FRASER TO HEAD LIVESTOCK DIVISION;

#### MR. WHALIN RETIRES FROM ADMINISTRATIVE WORK

Appointment of W. O. Fraser to head the Livestock, Meats, and Wool Division in the Agricultural Marketing Service was announced June 28 by H. E. Reed, Acting Chief. The appointment becomes effective July 1. C. V. Whalin, who has asked to be relieved of administrative responsibility, will continue in a research capacity.

Mr. Fraser has been associate head of the Division during the past 3 years. He has been in Government service for 16 years, largely in livestock and meat market news and standardization work. Following graduation from Iowa State College in 1922, he was employed in commercial work for 2 years before entering the U. S. Department of Agriculture as a meat market reporter in October 1924. For several years he was in charge of the Federal market news offices at Boston, Mass., and Des Moines, Iowa, and assistant in charge of the Division's branch office at Chicago, Ill. In January 1934 he transferred to the Agricultural Adjustment Administration where he served in an administrative capacity until April 1937. (Mr. Fraser's photograph appeared on page 1 of The A.M.S. News of June 15.)

Mr. Whalin has been in charge of the Division for nearly 19 years. He will devote full attention to the conduct and direction of the Division's technological investigations and research studies on meats and meat products. Mr. Whalin has had more than 40 years of experience in livestock and meat marketing work, and has served continuously with the Department since 1907. During this period he has been largely responsible for the development and expansion of the Department's standardization and market news services on livestock and meats. Before being placed in charge of the Division he held various responsible assignments relating to research market surveys and standardization and of an administrative nature.

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#### LET'S GET BETTER ACQUAINTED

July 1, 1940, is the first anniversary of the Agricultural Marketing Service. It has been a year of finding ourselves as a new integral part of the U. S. Department of Agriculture.

Although most of the work was already well established and in operation in the Bureau of Agricultural Economics and came over as such when the AMS was created, additional and in some cases new leadership has ad-



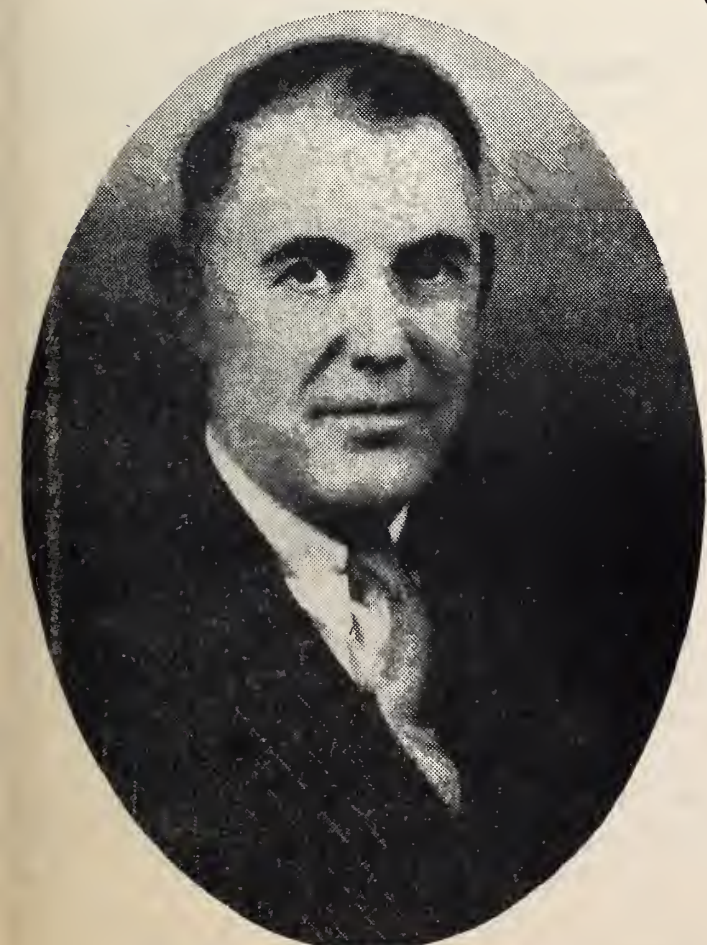
# AGRICULTURAL MARKETING SERVICE



C.W. KITCHEN  
CHIEF



H.E. REED  
ASSISTANT CHIEF



F.J. HUGHES  
BUSINESS MANAGER



S.R. NEWELL  
ASSISTANT TO THE CHIEF



ministered the activities since then. Too, units from branches of the Department other than the Bureau of Agricultural Economics were brought in.

So that all members of this Service may know who our leaders are, we are inaugurating with this issue of The A. M. S. News (see page 3) a photographic series under the heading "Let's Get Better Acquainted." This time we carry photographs of the group which comprise what is known as "The Front Office" -- our Chief and his immediate assistants. In the next issue we hope to present photographs of Dr. C. C. McDonnell and V. E. Grottlisch, respectively in charge of the administration of the Insecticide Act and the Naval Stores Act, for the administration of which acts the AMS became responsible June 30, 1940. (See page 1.) In later issues of the News we will introduce you to Division leaders.

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#### TOBACCO INSPECTIONS AND MARKET NEWS EXTENDED TO NEW SECTIONS

Tobacco inspection and market news services will be extended to Valdosta, Ga., and Live Oak, Fla., when the flue-cured auction markets open in the southeastern area, probably late in July or early in August.

The designation of these markets for free and mandatory inspection and market news, provided under the Tobacco Inspection Act of 1935, followed a growers' referendum held May 29 to June 1. Results of the referendum showed that 89 percent of the voting growers who patronize those markets were in favor of the Federal services.

The last referendum during the 1940 season will be held June 26-29, when growers using the Shelbyville, Ky., Burley market will vote for or against the Federal services.

A total of 44 markets have now been designated for free and mandatory inspection. Approximately 465 million pounds of tobacco were inspected on the auction markets served during the 1939-40 marketing season -- between 25 and 30 percent of the total sold at auction.

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#### DEPARTMENT FILMS WIN PRIZES AT INTERNATIONAL INSTITUTE SHOWING

According to the press, one first prize, two seconds, and one third prize were awarded films of the U. S. Department of Agriculture at the showing of international films held in connection with the General Assembly of the International Institute of Agriculture in Rome, May 20-28.

"Poultry--A Billion Dollar Industry" won first prize in the general propaganda class. "Clouds," a one-reel Weather Bureau picture, was one of the second prize winners. The other was "How Animal Life Begins," a school short. Third prize in the professional class was awarded the two-reel "Sugar Cane," sponsored jointly by the Bureau of Plant Industry and the Extension Service of Louisiana.

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## EXPANDED FACILITIES PLANNED FOR SUPERVISING SOYBEAN INSPECTION

Plans are being perfected in the Grain and Seed Division to expand the facilities for the supervision of soybean inspection. This crop has increased rapidly in recent years, totaling 87,000,000 bushels in 1939, with a further increase indicated for 1940. Soybeans are now shipped in interstate and foreign commerce to or through 50 markets where federally licensed soybean inspectors are located. These inspectors are licensed under the terms of cooperative agreements with State agencies and trade organizations and, in a few cases, with individuals under bond.

In order to supervise more effectively the work of these inspectors and to handle appeals promptly in the soybean producing and marketing areas, field offices of the Division have been equipped to handle soybeans. During recent weeks representatives of the Division who have been actively associated with the soybean inspection service in the past have demonstrated the standards to, and discussed soybean grading procedure and regulations with, supervisors in 23 field offices in soybean markets. These supervisors and one or more assistants where necessary have been designated as supervisors of soybean inspection and authorized to make appeal inspections of soybeans under the Regulations of the Secretary Governing the Inspection of Beans and Peas. The work of the supervisors as it involves interpretation of the standards, grading procedure, etc., will be under the direction of General Field Headquarters of the Division at Chicago in the same manner as that now established for grains.

Heretofore this work has been supervised from only three points -- Chicago, Kansas City, and Washington, D. C. It will now be possible to give the industry prompt service in handling appeals and to keep in closer personal contact with inspectors and their problems. Instructions and authorizations have been issued making this plan effective July 1, 1940.

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## BRITISH COMMISSION EMPLOYS AMS GRADING ON EVAPORATED AND DRY SKIM MILK PURCHASES

Announcements were issued on June 20 by the British Purchasing Commission requesting offers on 1500 carloads of evaporated milk and 25 carloads of dry skim milk for delivery beginning July 1 and later, f.o.b. pier, New York City, acceptance being subject to grading and weighing certificates issued by the Agricultural Marketing Service.

The Division of Dairy and Poultry Products has arranged for the grading of evaporated milk in New York City in the laboratory of the Borden Company, and the grading of the dry skim milk at Chicago in the laboratory of the American Dry Milk Institute. Fees and charges for the grading of the evaporated milk will be paid by the British Purchasing Commission and for the sampling, weighing, grading, and supervision of loading of the dry skim milk by the contractor.

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FRUIT AND VEGETABLE REGULATORY  
OFFICE TO OPEN AT CHICAGO, ILL.

Effective July 1, an office will be opened and conducted by W. G. Lensen at Chicago, Ill., from which he will make investigations under the provisions of the Perishable Agricultural Commodities Act, Produce Agency Act, and Standard Container Acts, in the States of Illinois, Minnesota, Wisconsin, Iowa, Missouri, Kansas, Nebraska, North Dakota, South Dakota, Kentucky, Indiana, Ohio, and Michigan.

This is the third office of its kind established in the field in an effort to expedite the handling of complaints involving shipments of fruits and vegetables. The first office was established in Los Angeles, Calif., in December 1934; the second in Portland, Oreg., in September of last year.

Mr. Lensen, since 1931, has been an investigator under the Perishable Agricultural Commodities Act, prior to which he was for 6 years connected with the market news service of the Fruit and Vegetable Division, having been in charge of its office at Philadelphia and later Detroit.

Miss Grace McAlister, of the Washington Division of Business Administration, will go to Chicago to serve as stenographer to Mr. Lensen.

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FSCC PURCHASES OF AMERICAN  
CHEESE SUBJECT TO AMS GRADING

The Federal Surplus Commodities Corporation under its announcements Nos. 1 and 2 for the purchase of American cheese has awarded contracts for 194 carloads which require the contractor to deliver with his invoice, grading and weighing certificates issued by the Agricultural Marketing Service. These awards include cheese located in the following States: Massachusetts, New York, Ohio, Kentucky, Michigan, Wisconsin, Minnesota, Illinois, Missouri, Arkansas, Oklahoma, Texas, Montana, Oregon, and Washington.

Grading and weighing of the cheese purchased in Wisconsin will be handled by the Wisconsin Department of Agriculture and in Texas and Montana by representatives of the Dairy Department of the State Agricultural Colleges. A representative of the Bureau of Dairy Industry will handle the grading of the cheese in Kentucky, Ohio, Michigan, and Illinois. Cheese purchased in the remaining States will be graded and weighed by regular employees of the Agricultural Marketing Service.

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Wayne Chastain, who recently was placed in charge of the fruit and vegetable market news work at St. Louis, was elected Secretary of the U. S. D. A. Club at the first weekly luncheon of the Club which he attended in that city.

## TOBACCO FIELD MEN TO MEET IN WASHINGTON

The Tobacco Division will hold a conference in Washington with five field men beginning July 10 and for the remainder of that week. The purpose is to discuss plans for the coming marketing season. The men who are being called in for the conference are:

W. R. Wilson, supervisor, Flue-Cured District; headquarters, Raleigh, N. C.  
B. H. Mizell, supervisor, Dark Tobacco Districts of Kentucky and Tennessee; headquarters, Clarksville, Tenn.  
E. J. Cline, supervisor, Burley District; headquarters, Lexington, Ky.  
Arthur H. Irby, supervisor, Virginia Fire-Cured District, Farmville, Va.  
M. I. Dunn, supervisor of inspection work; headquarters, Raleigh, N. C.

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## MUCH ACHIEVED AT RECENT MEETING OF FIELD SEED MEN

The recent meeting at Washington of Grain and Seed Division representatives who will assist with the administration and enforcement of the Federal Seed Act was concluded June 15. Although the greater part of the time was devoted to technical phases of the seed work, opportunity was also provided for the conferees, several of whom are new in the Service, to meet the members of the Administrative Office and officials of other Divisions and to become acquainted in general with the operating phases of the Department.

In addition to the heads of the Federal-State laboratories at Sacramento, Calif., Columbia, Mo., La Fayette, Ind., and Montgomery, Ala., who were present for the full 2-week period, representatives of the Atlanta, Boston, and New York City offices were in attendance during the second week of the conference. It is felt that the results accomplished by the meeting will be of distinct benefit to the conferees in meeting their share of the Division's responsibilities in connection with the expanded work incident to the new Federal Seed Act.

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## DR. ALEXANDER RESIGNS AS FSA ADMINISTRATOR

Dr. W. W. Alexander has resigned as administrator of the Farm Security Administration, Secretary Wallace announced June 25. Dr. Alexander, effective July 1, has accepted a position as vice-president of the Julius Rosenwald Fund, with headquarters in Chicago.

The Secretary also announced the appointment of C. B. Baldwin of Radford, Va., now Assistant Administrator of the Farm Security Administration, as Dr. Alexander's successor.

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CERTAIN REPORTS DISCONTINUED  
BECAUSE OF CUT MARKET NEWS FUNDS

A number of reports heretofore compiled and released regularly by this Service are being discontinued because of a reduction of the funds available for market news work for the 1941 fiscal year. With the discontinuance of these reports it will be impossible in most cases to fill special requests by outside interests or governmental agencies for the information formerly issued regularly.

The reports to be discontinued as of today follow:

Fruits and Vegetables:

Shipments of fruits and vegetables by States and months for the current calendar year, both preliminary and final issues.  
Shipments of fruits and vegetables by stations, counties, States, and months for the current calendar year.  
Unload reports for cities other than those compiled by field offices of the Fruit and Vegetable Division.

Dairy and Poultry Products:

Monthly Frozen Egg and Canned Poultry Report.  
Monthly Hatchery Report for California.  
Quarterly Report of Wholesale Grocers' Stocks of Evaporated and Condensed Milk.  
and the  
Monthly Creamery Butter and American Cheese Production Estimates, by State.

Livestock, Meats, and Wool - (The following tabulations have been released in the weekly "Livestock, Meats, and Wool Market Reviews and Statistics"):

Average Monthly Prices of Cattle at Chicago, Kansas City, Omaha.  
Average Monthly Prices of Sheep and Lambs at Chicago, Kansas City, Omaha.  
Average Monthly Prices of Hogs at 6 Markets.  
Average Monthly Prices of Fresh and Cured Meats at New York, Chicago, and Philadelphia.  
Average Monthly Prices of Wool at Boston.  
Receipts and Disposition of Livestock at Public Stock Yards (Monthly).  
Receipts of Horses and Mules at Principal Stockyards (Monthly).  
Livestock Drive-ins at Principal Stockyards (Monthly).  
Retail Meat Prices at New York and Chicago (Semi-monthly).  
Livestock Prices and Composite Meat Values at Chicago and New York (Monthly).  
Meat Supplies at Three Eastern Markets (Monthly).  
Top Prices and Bulk of Sales of Cattle at Chicago (Weekly and Monthly).  
Livestock Inspected at Markets for Shipment to the Country (Monthly).  
Shipments and Local Slaughter of Livestock at 12 Markets (Weekly).  
Bangs Disease Control Reports (Quarterly).



It may be necessary to brief some additional statistical reports not on the aforementioned lists. Compilation of some reports, chiefly of the Livestock, Meats, and Wool Division, is being transferred from Washington to branch offices.

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AGRICULTURE AND NATIONAL DEFENSE  
DISCUSSED BY SECRETARY WALLACE

Agriculture and national defense are discussed by Secretary Wallace in a recent memorandum to Chiefs of Bureaus and Offices, which is quoted below:

"The American people have now made provision for the national defense the guiding principle of Government and of industry.

"To correlate efforts of industry and Government, the President has reestablished the Council of National Defense. This Council is composed of six Cabinet officers -- the Secretaries of War, Navy, Interior, Agriculture, Commerce, and Labor -- and seven Advisory Commission members. You know that Chester Davis of the Federal Reserve Board is the Commission member for agriculture. You also know Mr. Davis's distinguished record of service in and with the Department and his intimate familiarity with the organization and the workers of the Department.

"Mr. Davis and I have thoroughly explored the relationship of agriculture to national defense, and have come to one conclusion which we want to report immediately to you, namely:

"It will not be necessary to set up new Government services, or new organizations of farmers to carry on agriculture's part of the national defense program.

"Farm people themselves (through county extension organizations, AAA committees, planning committees, etc.) and Government agricultural services (in the Department and the Land Grant Colleges) are set up and staffed to do whatever needs to be done.

"The existing farm program contributes mightily to national defense. Additional things may need to be done, however. When and if need comes, the people and the organizations now operating farm programs will be called on to do the work.

"In the meantime, each Department employee and each farmer committee-man can make his maximum contribution to the agricultural phase of national defense by working hard at the present job. What you are doing now is vital. It must go ahead full speed."

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COMMENTS FROM THE PRESS  
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From The New York Times, May 11, 1940.

"NINETEEN HOUSEWIVES TURN EXPERTS  
TO JUDGE THE PRODUCTS THEY USE"

Under the above caption and a subcaption -- "'Blindfold' Tests at Marketing Session Show Varied Ideas of Quality--Sixteen Pick a Grade B Pineapple Over U. S. Grade A," an article appeared in The New York Times of May 11, in part as follows:

"Nineteen housewives selected as representative consumers went cheerfully through a variation of the blindfold test on a series of products yesterday at the Hotel Commodore, where they were guests at the opening luncheon of the spring meeting of the American Marketing Association. \* \* \*

"The assembly burst into hearty laughs on being informed that when unbranded slices of pineapple in separate dishes, carefully checked as to contents, were served to the women, sixteen of the nineteen had preferred the Grade B, by Government standards, to the Grade A. \* \* \*"

Paul M. Williams, in charge of the Processed Foods Standardization and Inspection Section, wrote to the editor of The New York Times as follows:

"It occurs to the writer that it may be of interest to you to be officially informed that no U. S. grades for canned pineapple have been developed either in their tentative or permanent forms."

As a step toward further clarifying the situation, Mr. Williams addressed a letter to the official of the American Marketing Association who presided as chairman of the meeting in question, and asked for an explanation of what had occurred. In reply, the latter quite frankly wrote:

"I must tell you how chagrined I am over my ignorance of the fact that no official grades have ever been established for pineapple. I thought they had, and the whole misunderstanding arose from that ignorance for which, of course, I am solely responsible." His reply further developed that the pineapple served was from cans carrying the private brands of the same processor, a well-known canner who informs the consuming public of the quality of his products by the use of colored labels. No reference was made on the labels to the Government grades.

The presiding officer pointed out that it is of interest to note that at the same meeting tests held to determine the preference for canned string beans indicated that 15 of the 19 women preferred the beans for which the quality designation was shown on the canned label in the terms employed in grades developed by the AMS.

Mr. Williams has again written the editor of The New York Times, quoting from the file of correspondence on this matter and offering him an opportunity to correct the erroneous impression his readers may have formerly received, by a second article containing the complete facts.



"SPLIT YEAR" FOR REPORTING CERTAIN  
TOBACCO STATISTICS ON WORLD BASIS

Recommendation of the split year -- July 1--June 30 -- for compiling and reporting statistics for acreage and production of tobacco on a world basis, has been made by the Tobacco Statistics Committee to the Department Statistics Committee. Charles E. Gage is chairman of the first-named committee. The calendar year is unsatisfactory for reporting these data since in some important tobacco-producing countries, production figures apply to the crop harvested in the fall of one year and the spring of the following year. The harvest year July-June appears to result in the least overlapping of harvest and includes probably more than 99 percent of the world's production of tobacco. Department agencies concerned have given their approval to this proposal.

PROCEDURE FOR HANDLING REQUESTS FOR  
INFORMATION RELATIVE TO OUTSIDE AGENCIES

The following communication has been received from Mr. Eisenhower, Director of Information:

"The Administrator of the Rural Electrification Administration reports that in a number of instances field offices of Department bureaus have referred to the regional directors of the Federal Power Commission requests for information about REA.

"The regional personnel of the Federal Power Commission cannot answer requests of this kind. Please advise your field offices that if any of them receive requests for information about the REA, they should refer the requests to the Washington headquarters of the REA."

(In this connection, field offices might well adopt the simple procedure of addressing inquiries pertaining to the work of other agencies to the Marketing Information Section, AMS. We will route the request direct to the Bureau or Division concerned.--The editor.)

ONE CARBON OF MSS FOR INFORMATION  
SECTION TO BE ON YELLOW PAPER

Divisions have been asked to submit in future one of the two copies of articles for outside publication and of speeches on yellow sulphite paper (similar to unruled yellow-pad paper) to the Marketing Information Section. This copy is sent to the Department Office of Information. That office reports that such copies previously submitted on thin paper have torn easily and have been difficult to read.

ANNUAL REPORTS BY DIVISIONS  
DUE NOT LATER THAN JULY 31

Annual reports for the fiscal year 1940 are due from divisions not later than July 31. Submitted in quadruplicate the division report should be prepared in two parts, one a detailed operating report for Mr. Hughes, the other a condensed summary for Mr. Sandstrom. The manner of preparing this report is described at length in a memorandum of the Chief addressed to division leaders on June 15.



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Pamphlets on Marketing  
in the Library  
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Canada. Dept. of Agriculture. Marketing service. Twentieth annual market review, 1939. Part 1. The live stock and meat trade. Part 2. Output of live stock by counties. 118pp. Ottawa, Published by direction of the Honorable James G. Gardiner, Minister of agriculture, 1940, 280.39 C16A 20th, 1939.

Carskadon, T. R. 59¢ of your \$1- the cost of distribution. 31pp. [New York, Public affairs committee, inc.] 1940. (Public affairs pamphlets no. 44) 280.9 P964 no. 44  
Bibliography, pp. 30-31.

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REPORTS AND RELEASES  
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ADDRESS

THE SIGNIFICANCE OF COTTON FIBER PROPERTIES WITH RESPECT TO UTILIZATION, by Robert W. Webb, principal cotton technologist, in charge, Cotton Quality and Standardization Research, at International Cotton Congress, sponsored by the State-Wide Cotton Committee of Texas, Waco, Tex., June 29.

MARKET SUMMARIES

1939 NORTHWEST UNLOADS OF FRUIT AND VEGETABLES IN SIXTY-SIX CITIES, by L. S. Fenn and L. B. Gerry, Seattle Wash.

BRIEF SUMMARY OF THE 1940 ALABAMA POTATO SEASON, by A. Stambaugh, Mobile, Ala.

REVIEW 1940 MARKETING SEASON, MISSISSIPPI VEGETABLES WITH SPECIAL REFERENCE TO CABBAGE, by Ralph G. Risser, Crystal Springs, Miss.

PRESS RELEASES

INVENT RECTIFIER TO REPLACE GRAIN-TESTER DRY BATTERIES. (June 17.)

INSECTICIDE ACT AND NAVAL STORES ACT ARE TRANSFERRED TO AGRICULTURAL MARKETING SERVICE. (June 24.)

TOBACCO INSPECTIONS AND MARKET NEWS EXTENDED TO NEW SECTIONS. (June 25.)

DETAILS OF FLUE-CURED TOBACCO QUOTA VOTE JULY 20 ANNOUNCED. (June 25.)

PRICES OF FARM PRODUCTS LOWER SINCE SEPTEMBER. (June 28.)

W. O. FRASER NAMED TO HEAD DIVISION OF LIVESTOCK, MEATS, AND WOOL IN AMS. C. V. Whalin Retires from Administrative Responsibility after 19 Years in Charge of Division. (June 28.)

FARM FLASHES (Radio)

Time to Make Hay.  
Butter Production.

REGULATIONS

REGULATIONS AND INSTRUCTIONS GOVERNING ORIGIN VERIFICATION OF ALFALFA AND RED CLOVER SEED, Effective July 1, 1940.

REPORTS

DEALER SERVICE IN THE FRESH FRUIT AND VEGETABLE INDUSTRY, by J. W. Park, agricultural economist, Fruit and Vegetable Division. The purpose of the survey on which this report is based, was to ascertain the present status of dealer service in the fresh fruit and vegetable industry, its history, methods, sponsors, effectiveness, and related information. The scope of the survey did not include a study or analysis of advertising. Grower-shipper organizations, State agencies, advertising companies, jobbers, and food chains supplied information on their dealer-service work, which was used in the survey.

CAR-LOT UNLOADS OF CERTAIN FRUITS AND VEGETABLES IN 66 CITIES AND IMPORTS IN 4 CITIES FOR CANADA, Calendar Year 1939. The commodities covered in these compilations include apples, cabbage, cantaloups, carrots, celery, grapefruit, grapes, lemons, lettuce, onions, oranges peaches, pears, plums, potatoes, strawberries, sweetpotatoes, tangerines, tomatoes, watermelons.

STANDARDS

TENTATIVE UNITED STATES STANDARDS FOR GRADES OF CANNED APPLES, effective July 1, 1940.

TENTATIVE UNITED STATES STANDARDS FOR GRADES OF CANNED PLUMS, effective July 1, 1940.

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HERE AND THERE  
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Charles E. Gage, in charge of the Tobacco Division, attended the principal sessions of the meeting of the Tobacco Association of the United States held at White Sulphur Springs, W. Va., June 26-30, where he had an opportunity to discuss with members of the trade the work his Division is doing in connection with tobacco inspection.

E. J. Murphy, in charge of the Grain and Seed Division, spent the week of June 24 in Chicago for the purpose of conferring with officials at General Field Headquarters with respect to administrative matters pertaining to the consolidation of the Division's work.

Paul L. Koenig, Division of Agricultural Statistics, discussed the 1940 apple prospects and outlook at the meeting of the Appalachian Apples, Inc., held at Winchester, Va., June 29. This organization is made up of 600 growers of Maryland, Pennsylvania, Virginia, and West Virginia.

Effective at the close of business June 22, the meat grading and stamping service was discontinued at Memphis, Tenn. It is planned to transfer, temporarily, Swan Nelson, the local grader, to the meat grading service at Chicago.



W. O. Fraser, in Charge of the Livestock, Meats, and Wool Division, on June 20 and 21 attended the annual meeting of the National Livestock and Meat Board at Chicago, Ill. Before returning to Washington on June 29, Mr. Fraser visited various Midwestern offices of the Division in connection with the standardization of livestock and meats.

G. S. Meloy, in charge of the section of the Division of Cotton Marketing that supervises the sampling and grading of cottonseed and the cottonseed market news service, conferred with the staff in the Atlanta office on June 27 and 28 regarding plans for work in the Southeastern States during the coming fiscal year.

L. B. Burk, Livestock, Meats, and Wool Division, recently visited Raleigh, N. C., Bristol, Va., Weston, W. Va., and other points in the States named to conduct livestock grading demonstrations.

Rob R. Slocum, Division of Dairy and Poultry Products, attended the meeting of the Poultry Science Association at Ithaca, N. Y., June 26-29.

M. E. Campbell, Division of Cotton Marketing, returned on June 21 from a trip to the Division's cotton spinning laboratory at College Station, Tex. While there Mr. Campbell discussed with members of the staff and with Texas A. and M. College officials the status of research work in progress and plans for future work. Also participating in these discussions was John T. Wigington, of Clemson College, S. C., formerly a member of the staff in Washington. Mr. Wigington was at College Station for the purpose of familiarizing himself with the facilities of the spinning laboratory preparatory to assuming his new duties as head of this laboratory on September 1.

W. H. Hosterman, Grain and Seed Division, left Washington June 22 for Blacksburg, Va., where he will demonstrate the official hay standards at a county agents' short course at Virginia Polytechnic Institute. Mr. Hosterman will also visit points in southwestern Virginia to observe hay and pasture results under the TVA program, and will spend some time in supervising hay inspection at Front Royal, Va.

Edward V. Theobald, Livestock, Meats, and Wool Division, left Washington June 23 for Philadelphia, where he is relieving J. J. O'Brien, the meat grader at that point, while the latter is on leave for 2 weeks.

Victor R. Fuchs, Division of Cotton Marketing, will spend July 6-17 inclusive in Memphis, Dallas, New Orleans, and Atlanta, for the purpose of conducting examinations for licensed linters classifiers under the U. S. Cotton Standards Act, and demonstrating the use of the official standards for linters.

A. J. (Jimmy) Watson, cotton classer for the Division of Cotton Marketing at El Paso, Tex., left Washington on June 29 for his field headquarters. Mr. Watson has been in Washington for about 2 months, assisting with the analysis of cotton marketing data.



Thomas W. Heitz, Division of Dairy and Poultry Products, has just returned to Washington from a trip to the Middle West to assist with the grading of eggs purchased by the Federal Surplus Commodities Corporation. A considerable part of the 3 weeks Mr. Heitz was away was spent in Chicago, but he also graded eggs in Wisconsin and Iowa.

Frank Grayson, of the Wool Section, Livestock, Meats, and Wool Division, recently visited several New England States in connection with selecting suitable wool for inclusion in the official standard sets. He returned June 30.

Miss Florence Lee, clerk in the Livestock, Meats, and Wool Division, is retiring on account of disability after the completion of the leave due her. Miss Lee was appointed in the Division on September 17, 1917, and has continued her entire service there. She has been known for her cooperativeness and help in time of need; she has had a sympathetic and encouraging word for all those with whom she came in contact. Her retirement is being approved at this time because her health has been greatly impaired during the past 3 or 4 years. Notwithstanding her condition, however, she has carried on her duties in a courageous manner. Miss Lee's many friends in the Division, other branches of the Service, and other bureaus of the Department, will miss her. All wish for her many years of happy activity.

Mrs. Helen Beasley and Miss Louise Buchanan, junior statistical clerks of AMS, have been added, by transfer from Washington, to the staff of the spinning laboratory of the Division of Cotton Marketing at College Station, Tex. They will be engaged in statistical and laboratory work having to do with technical investigations of cotton fibers as related to the spinning quality of cotton. Both Mrs. Beasley and Miss Buchanan are natives of Texas.

The following transfers have been made in the clerical and messenger force of the Livestock, Meats, and Wool Division:

Mrs. Willis G. Hewitt, junior clerk-typist, from Washington to Memphis, Tenn., effective June 16.

Miss Elsie V. Sestrap, junior clerk-typist, from Washington to Kansas City, Mo., as assistant clerk, effective July 1.

Miss Verna L. Hartman, junior clerk-typist, from the Washington office of the Division to the Typist Pool, effective July 1.

Harry Robshaw, messenger, to clerical position in the Personnel Section. He has been succeeded by the transfer of Herman E. Naylor from the Mails and Files Section.

Morton Weinman, Division of Cotton Marketing, has accepted a transfer, effective July 1, to a position in the office of the Division at Dallas, Tex.

Miss Regina B. Schulte and Miss Clara Fuhr of the Federal-State seed laboratories at La Fayette, Ind., and Columbia, Mo., respectively, spent the last week in June observing the analytical methods used in seed testing in the laboratories of the Grain and Seed Division at Washington.

Elizabeth B. Johnson of the Visé Section recently spoke, unofficially, on "The Art of Story Telling" before a group of county leaders of the 4-H Club at the University of Maryland. In her talk she pointed out the qualities needed for a successful story teller and the value of this work, as well as discussed stories that these county leaders can tell their members ("teen-age" boys and girls), either to entertain them or to bring out some quality, such as industry, neatness, service, patriotism, etc. She distributed to the group in attendance a mimeographed outline of stories listed under the headings of work, play, beauty, ideals, religion, and many others. For more than 15 years Miss Johnson has been telling stories every Monday evening during the winter months to the children at Neighborhood House in southwest Washington.

Attention of readers of The A. M. S. News is called to Red Cross classes in the preparation of surgical dressings. These classes are held each evening from Monday to Friday, inclusive, from 6 to 9 p.m., in the McLean-Walsh Mansion at 2020 Massachusetts Avenue, N. W. There is a large enrollment in the classes for Tuesdays and Thursdays, but for Mondays, Wednesdays, and Fridays there are vacancies, and willing workers are needed.



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# The News

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U. S. Department of Agriculture

ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE.  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

July 15, 1940

Vol. 3, No. 2

## THIRD LARGEST TOBACCO MARKET VOTES FOR TOBACCO INSPECTION

The referendum for mandatory tobacco inspection service at Shelbyville, Ky., held June 26 to 29, inclusive, resulted in 84 percent of the votes favoring inspection service. Steps for the designation of the market under the terms of the Tobacco Inspection Act are being taken. This is probably the last referendum that will be held in preparation for the 1940-41 marketing season, although numerous applications from other markets are on file. Shelbyville makes the forty-fifth tobacco market to be designated under the Act and the sixteenth Burley market.

Shelbyville is the third largest Burley market, being outranked only by Maysville, which has the tobacco inspection service, and Lexington. All three markets are in Kentucky.

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## ENUMERATION OF FARM EMPLOYMENT EXTENDED ANOTHER EIGHT MONTHS

The enumeration of farm employment, started in two States last March in cooperation with the WPA, has been approved for an 8-month extension into the current fiscal year. The study, sponsored by the Agricultural Marketing Service, is under the supervision of R. F. Hale of the Washington office of the Division of Agricultural Statistics, and A. C. London, national project supervisor. Enumerative phases of the work in Iowa and Arkansas are directed by Agricultural Statisticians A. J. King and S. L. Bryan, respectively. Eleven other field offices of the Division also are participating in the work through a retabulation of data available in those offices.

The project is designed to develop new and more accurate methods for estimating employment on farms and other facts relating to farm labor. This work is an important step toward the preparation of statistics that are urgently needed in connection with employment and unemployment problems among farm workers, particularly the direction of migrant workers. In the event of a national emergency, the results of this study will make it possible to obtain accurate farm labor data that is vital to any plans for national defense.

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## SURPLUS MARKETING ADMINISTRATION CREATED; COMBINES TWO AGENCIES

The Division of Marketing and Marketing Agreements of the Agricultural Adjustment Administration and the Federal Surplus Commodities Corporation are consolidated into one agency of the Department of Agriculture to be known as the Surplus Marketing Administration, Secretary Wallace announced in Memorandum No. 871 of June 29. This consolidation is in accordance with Section 5 of Reorganization Plan No. III, and became effective June 30, 1940. Milo Perkins has been designated Administrator of the Surplus Marketing Administration. He also retains his position as President of the Federal Surplus Commodities Corporation.

Although the functions of the Federal Surplus Commodities Corporation as an agency of the Department of Agriculture are now performed by the Surplus Marketing Administration, the Corporation has not been dissolved. The corporate entity is retained and all officials of the Corporation continue to hold their respective positions.

All personnel of the Division of Marketing and Marketing Agreements and of the Federal Surplus Commodities Corporation have become employees of the Surplus Marketing Administration.

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## AMS ASSIGNS INSPECTORS FOR COMMODITIES PURCHASED IN FARMERS' MARKETS BY S.M.A.

During the week beginning July 8, the Fruit and Vegetable Division of the Agricultural Marketing Service stationed inspectors on farmers' markets in New York City, Newark, New Haven, and Boston. Inspectors will be assigned during the coming week to other farmers' markets in the Northeastern States where the Surplus Marketing Administration is now purchasing surpluses of beets, cabbage, beans, and other vegetables.

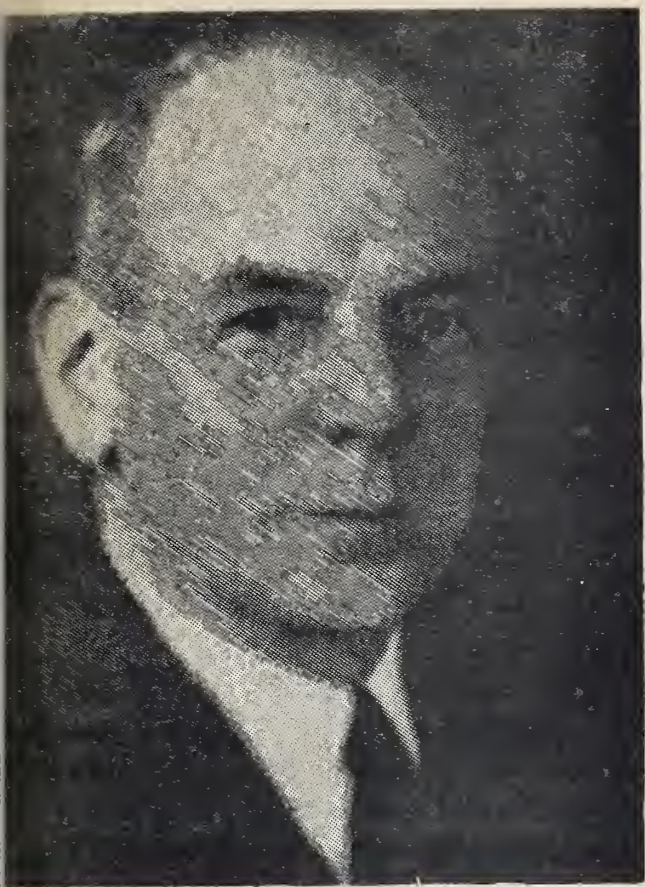
This work is similar to that which was conducted in the same territory during the late summer and early fall period for the last 2 years. The products in question are purchased on the basis of certain minimum grade specifications and acceptances conditioned on approval by inspectors of the Agricultural Marketing Service.

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COTTON CLASSING AND MARKET NEWS SERVICES BY ORGANIZED GROUPS OF GROWERS is the title of a new circular describing those services of the Division of Cotton Marketing. It is unique in that it is in folder form (6 sides), giving very concisely information to growers as to "What's It All About," benefits therefrom, how to qualify, how to apply, where to submit forms, etc. It is for distribution to cotton farmers throughout the South.



## NEW MEMBERS OF THE SERVICE



C.C. McDONNELL

Dr. McDonnell has been a member of the Department of Agriculture for 33 years. Since 1928 he has been in charge of the Insecticide Division, which became a part of the Agricultural Marketing Service on June 30 by transfer from the Food and Drug Administration. A brief biographical sketch of Dr. McDonnell appeared in the July 1 issue of The A. M. S. News.



Twenty-six years is the record of service of Mr. Grotlisch in the Department. He has been in charge of administering the Naval Stores Act since 1938. This work became a part of The Agricultural Marketing Service on June 30, and Mr. Grotlisch will act in charge of its administration here. His biographical sketch was carried in the July 1 issue of the News.



V.E. GROTLISCH



## AGRICULTURAL STATISTICS CONDUCTING TWO SPECIAL WEATHER STUDIES

The Division of Agricultural Statistics is sponsoring two closely related Bankhead-Jones special research projects. One is entitled "Investigation of Possibilities of Long-Range Weather Forecasting" and the other a "Study of the Relation of Weather to Crop Yields."

These projects are conducted in close cooperation with the Weather Bureau, Bureau of Plant Industry, Soil Conservation Service, and various colleges, universities, and experiment stations. Notwithstanding the transfer under the Department's Reorganization Plan IV, of the Weather Bureau to the Department of Commerce, the same agencies will continue to cooperate on these projects. The projects represent an integrated program of research to develop a scientific basis for long-range weather forecasting and a study of the effect of meteorological factors and soil condition on the yield per acre of cotton, wheat, and corn.

A critical study of past attempts at long-range weather forecasting shows that most of such methods are not scientifically sound. As a result of research under this project a method of making 5-day forecasts was developed in cooperation with the Massachusetts Institute of Technology and is being put on a service basis this year by the Weather Bureau.

Research on the relation of weather and other factors to crop yields has given information on such points as the effects of rainfall at different seasons of the year on the final yield, the utilization of soil moisture by the growing plant, and the effect of weather on plant growth and quality of the crop. Such information has a direct bearing on crop forecasting.

Experimental techniques based on modern methods of experimental design are used in this work and contributions from scientists in all cooperating agencies are here being brought together in a unified program.

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## JOSEPH M. MEHL TO HEAD C.E.A.; DR. DUVEL BECOMES ASSOCIATE CHIEF

Joseph M. Mehl will become chief of the Commodity Exchange Administration on August 1, succeeding Dr. Joseph W. T. Duvel, the Secretary announced recently. Dr. Duvel, who has been connected with the Department for 38 years, will become associate chief and will devote most of his time until retirement to research. Secretary Wallace said the change was made at Dr. Duvel's request.

Mr. Mehl has been assistant chief of the C. E. A., and has been connected with the Department for 20 years.

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APPLE MANUFACTURERS - THE USE OF APPLES IN CIDER MILLS, EVAPORATORS AND CANNERIES IN NEW YORK STATE, 1937-39, is the title of a mimeographed summary released in June by the Albany, N. Y., office of the Division of Agricultural Statistics in cooperation with the New York State Department of Agriculture and Markets. For copies of this publication, communicate with R. L. Gillett, senior agricultural statistician in charge of the Albany office, 20th Floor, State Office Building.



MONTHLY BUTTER, CHEESE REPORT  
MODIFIED -- NOT DISCONTINUED

Some misunderstanding has developed over the recent announcement in The A. M. S. News that effective July 1, 1940, the publication of "Monthly Creamery Butter and American Cheese Production Estimates, by States" would be discontinued. By that announcement it was not meant to convey the impression that the regular "Monthly Creamery Butter and Cheese Production Estimates for the United States" -- issued for many years -- would be discontinued. The total production estimates for the United States will continue to be made, but because of a reduction in appropriated funds for carrying on this work during the fiscal year of 1940-41, all of the State data for the leading butter producing States will be discontinued. It is proposed, for the time being at least, to continue to make the regional estimates, but these will also be dropped if that detail should prove impossible under the limited appropriations.

Because of the reduction in appropriations, the Service also proposes to discontinue the compilation and publication of monthly data on the canned poultry industry, but its regular monthly inquiry on the production and utilization of liquid eggs will be continued.

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PAMPHLET RE STANDARDS CONTAINS  
TIMELY FACTS FOR THE CONSUMER

With more and more consumers becoming "standard conscious" with respect to food purchases, the release of the pamphlet -- "The Consumer and the Standardization of Farm Products," -- is a timely one. It comes from the press at this time as a multigraphed publication and brings up to date and supplements the information contained in the former pamphlet bearing this name which was issued by the Bureau of Agricultural Economics when this work was a part of the B.A.E.

Consumer agencies, university women's clubs, and others have evinced a keen interest in this publication. Copies are being sent to all field offices. Additional copies are available upon request.

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AMS RESPONDS GENEROUSLY TO  
RED CROSS WAR RELIEF CAMPAIGN

Red Cross contributions by the Agricultural Marketing Service totaled \$790.40 in the recent War Relief Campaign. This is a generous response to the appeal for funds for war stricken people of Europe and reflects the sympathetic attitude of our staff.

The total received in the Department of Agriculture, to date, is \$8,774.62, with a few agencies yet to be reported. Beltsville employee collections are not included in the total, as they are reported through Prince Georges County, Md.

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## VIRGINIA'S "FIRSTS" IN TOBACCO

A lengthy article by Charles E. Gage, entitled "100 Years of Virginia Tobacco" leads the contributions in this month's issue of The Southern Planter. A narrative of facts, this article maintains a style that will hold the interest of users of "the weed" or of those who scorn its use. Mr. Gage says:

The history of Virginia could not be written without frequent mention of tobacco, and the history of tobacco could not be written without mention of Virginia. They grew up together, shared each other's trials and tribulations, helped each other along and are in fact historically inseparable.

Virginia scored numerous "firsts" in tobacco. She was first among the British colonies to raise it on a commercial scale. She was probably first to change from air-curing to fire-curing, although Indians in both North and South America had often used the fire method in primitive form. Virginia took the first crude steps in flue-curing back in the 1820's and 1830's. Virginia had the first tobacco inspection act, passed by the first House of Burgesses at Jamestown in 1619, and a few years later made the first attempt at tobacco production control. In 1712 Virginia provided for the establishment of the first public tobacco warehouse for the receipt of tobacco to be inspected and loaded in ships, and for the issuance of negotiable receipts. Finally, the auction marketing system was first developed in Virginia.

\* \* \*

Numerous commendations have been received on John L. Wilson's recent contribution to Marketing Activities, "Problems in Adopting the Milk Cow." If you haven't read it, we recommend that you refer again to the May issue. We say "again," for it is assumed that you read our monthly marketing publication from cover to cover.

## TO HELP THE ALLIED COUNTRIES

An appeal to employees for contributions of cast-off wearing apparel, shoes, magazines, and cakes of soap has been made through Arthur H. Thatcher, chief of the Office of Plant and Operations. To receive such contributions boxes have been placed at convenient points in the buildings occupied by the Department.



## COMMENTS FROM THE PRESS

With the source of the information apparently unknown to local AMS folk, an interesting and well prepared article on the continuous inspection experiment appeared in the July 6 issue of "Business Week." The article is headed "Canners Try Government Grading: Two packers submit to continuous inspection, use A-B-C grades on labels. And the rest of the industry worries about the ambitious experiment."

"Several hundred cases of canned cherries and asparagus were rolling eastward this week from California. Outwardly they looked like any of the thousands of cases of canned fruits and vegetables that are moved to market continually by the Golden State's billion-dollar canning industry. But in each case there was an element of dynamite that has a large portion of the nation's canners distinctly jittery.

"The dynamite: Labels carried U. S. government grades. The two large packers who produced the goods--N. Schuckl & Co., San Francisco, and U. S. Products Co., San Jose--have voluntarily submitted their 1940 output to continuous Government inspection and grading. And A-B-C grading, long the number one plank in the platform of organized consumers, is still the number one bugaboo of many canners. Industry opposition stems principally from the canners whose wares are well advertised and who fear that grading would kill the value of brand names. \* \* \*

"The project is being handled from the Government end by the Agricultural Marketing Service of the Department of Agriculture. Actually, the experiment started last year with a cherry co-op, Cherry Growers, Inc. of Traverse City, Mich. However, it is only getting going in earnest this year with the move to California. The cherry co-op handles only cherries. U. S. Products packs cherries, peaches, pears, fruits for salad and cocktails; Schuckl packs these fruits and also asparagus, tomatoes, and certain soups. \* \* \*

"A.M.S. has ten inspectors in the plants. At least one inspector is present at all times when the plant is in operation, day or night. Inspectors' salaries and expenses, plus 15% for administrative overhead, are paid by the canners. This amounts to only a small fraction of a cent per can. The goods also are certified under the A.M.S. grades and grade certificates issued at the plants. All of the products except the soups, for which no standards have been promulgated by A.M.S., are being marketed under grade labels.

"A sample label will bear the statement "U. S. Grade A (Fancy). These goods were packed under the constant inspection of the U. S. Department of Agriculture and this grade officially certified." Not all the products are grade A, of course; those grading B (choice) or C (standard) are so certified and labeled. The soups bear a label statement that they are 'packed under continuous inspection of the Agricultural Marketing Service of the U. S. Department of Agriculture.'

"The distribution of much of the graded goods will be through selected channels, both chain and independent."

## COMMENTS FROM THE PRESS

"The Common Carriers Cooperate with the Agricultural Marketing Service" is the title of an article appearing in the July 1 issue of the Market Growers Journal. The article by Guy A. Cardwell, General Agricultural Agent of the Atlantic Coast Line Railroad Company, carries the story that appeared under the same title in the November 1939 issue of Marketing Activities. Mr. Cardwell says that "the following tribute was paid to the cooperative spirit of common carriers, railroads, and boat lines cooperating with the Agricultural Marketing Service, U. S. Department of Agriculture, by James G. Cross." And then, with brief biographical sketch, Mr. Cardwell continues with the article by Mr. Cross.

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Under the title "Watchdogs of Uncle Sam Always Bite Before they Bark," the Evening Public Ledger (Philadelphia) of July 2 devotes practically an entire page to photographs depicting some phases of the Department's work in Philadelphia -- most of them the work of the A. M. S. Accompanying the photos, under the subtitle "Fruits and Vegetables Tested Daily to Protect Interests of Public," is an article briefly discussing several local activities of the Department, including those of the A. M. S. T. H. Von Glahn and J. A. Marks, fresh fruit and vegetable inspectors, L. M. Bates, telegrapher, and J. A. Moore, mimeograph operator, are shown "in action" in the photographs.

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On January 1, 1940, there were 32,245,000 persons living on farms, according to the estimates of the Bureau of Agricultural Economics. This figure is close to the all-time high record of 1916 when the farm population consisted of 32,530,000 persons. The 1940 estimate shows an increase of 186,000 over last year, and brought the total increase for the last 10 years to 2,076,000. There has been an increase every year since 1929, with the exception of 1936 when there was a decrease of approximately 80,000.

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MANUSCRIPTS TRANSMITTED  
FOR OFFICIAL PUBLICATION

The following manuscripts were submitted to the Division of Publications during June for printing:

Clay, Harold J.: Marketing Peanuts and Peanut Products. For Miscellaneous Publication.

Davis, Floyd E., and Harrell, George D. (In cooperation with Iowa State College): Relation of Weather and Its Distribution to Corn Yields. For Technical Bulletin.

Pallesen, J. E. (and Laude, H. H., Kansas Agricultural Experiment Station): Seasonal Distribution of Rainfall in Relation to Yield of Winter Wheat. For Technical Bulletin.

S.R.A. 151 (Revised): United States Standards for Potatoes.



ARTICLES EDITED FOR  
OUTSIDE PUBLICATION

The following articles were edited during June for use in proceedings or periodicals named:

- Bennett, B. H.: Recent Developments in the Commercial Hatchery Industry. Address, Poultry Science Association, Ithaca, N. Y., June 26, 1940.
- Black, Robert H.: The Relationship of Grain Standards Research to Crop Improvement. Address, Kansas Wheat Improvement Association, Riley, Kans., June 13.
- Clay, Harold J.: Disappearance of Peanuts Exceeds That of a Year Ago, as Market Levels Continue to Decline. For The Peanut Journal Publishing Co., Suffolk, Va.
- Curry, T. C.: Operation of the Perishable Agricultural Commodities Act. Address, Grower-Shipper Vegetable Association of Central California, Salinas, June 8.
- Davidson, W. A.: The New Federal Seed Act. Address, Association of Official Seed Analysts, Auburn, Ala., June 18, 1940.
- Davidson, W. A.: The New Federal Seed Act as It Affects Southern Seedsmen. Address, Southern Seedsmen's Association, Montgomery, Ala., June 29, 1940. (Will also be published in various seed trade journals.)
- Gerdes, F. L.: Ginning and Packaging Practices in Relation to Quality and Value of Cotton. Address, Cotton Research Congress, Waco, Tex., June 28, 1940.
- Kanipe, Louisa Ames: Discussion of Methods Used in Making Purity Analyses of Vetches. Address, Official Seed Analysts, Montgomery, Ala., June 18, 1940.
- Kanipe, Louisa Ames and Weisner, Merle: Some Problems of Delayed Germination in Oregon Grown Bentgrass. Address, Association Official Seed Analysts, Montgomery, Ala., June 18, 1940.
- Meloy, Guy S.: Some Agricultural Migrations. Address, Convention of the North and South Carolina Cottonseed Crushers Associations, Myrtle Beach, S. C., June 17, 1940.
- Page, William and Wilmeth, Jo Brice: The Smith-Doxey Service and Cotton Improvement. For Farm and Ranch.
- Webb, R. W.: The Significance of Cotton Fiber Properties With Respect to Utilization. Address, International Cotton Congress, Waco, Tex., June 29, 1940.
- Weisner, Merle and Kanipe, Louisa Ames: Delayed Germination of Lolium Multiflorum - Common Ryegrass. Address, Association of Official Seed Analysts, Montgomery, Ala., June 18, 1940.
- Weisner, Merle, and Kanipe, Louisa Ames: Separation of Immature Seeds of Trifolium Repens - White Clover and Trifolium Hybridum - Alsike Clover. Address, Association of Official Seed Analysts, Montgomery, Ala., June 18, 1940.
- (Whistler, Roy L. and Martin, Albert R., Bureau of Standards) and Conrad, Carl M.: The Content of Pectic Substance in Cotton Fibers in Relation to Growth. For Journal of Research of the Bureau of Standards. (Also for trade journals.)

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REPORTS AND RELEASES  
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PRESS RELEASES

SEED GERMINATION LABELING REQUIREMENTS FOR KENTUCKY BLUEGRASS  
AND BENTGRASS SUSPENDED. (July 5.)

WHEAT AND CORN INSPECTIONS FOR EXPORT IN 1939-40 MUCH SMALLER  
THAN YEAR EARLIER. (July 12.)

FARM FLASHES (Radio)

RESEARCH IN GIN COMPRESSION OF COTTON.

HOG PRODUCTION GOING DOWN.

THE MODERNIZED COTTON GIN. (AMS AND AC & E Releases.)

COTTON SEED HANDLING. (AMS AND AC & E Releases.)

MARKET SUMMARIES

PRELIMINARY REVIEW OF THE 1940 IMPERIAL VALLEY CANTALOUPE SEASON,  
by A. M. McDowell and W. R. Goodwin, Brawley, Calif.; California Department  
of Agriculture, Market News Service, cooperating.

BRIEF REVIEW OF THE 1940 IMPERIAL VALLEY CARROT SEASON, by A. M.  
McDowell and W. R. Goodwin, Brawley, Calif.; California Department of  
Agriculture, Market News Service, cooperating.

MARKETING COLORADO CAULIFLOWER, GREEN PEAS, AND CERTAIN OTHER  
VEGETABLES, Summary 1939 Season, by Bryce Morris, Denver, Colo.

MOTOR TRUCK RECEIPTS OF FRESH FRUITS AND VEGETABLES AT SAN FRANCISCO,  
BY COMMODITIES AND BY COUNTIES OF ORIGIN, 1939; California Department  
of Agriculture, Bureau of Market News, cooperating.

BRIEF SUMMARY MARKETING NORTH CAROLINA POTATOES, SEASON OF 1940,  
by J. C. Keller, Washington, N. C.; North Carolina Department of Agriculture  
cooperating.

BRIEF REVIEW OF THE MISSISSIPPI 1940 TOMATO SEASON, by J. B. Owens,  
Crystal Springs, Miss.

BRIEF REVIEW OF THE 1940 IMPERIAL VALLEY WATERMELON SEASON, by  
A. M. McDowell and W. R. Goodwin, Brawley, Calif.; California Department of  
Agriculture, Market News Service, cooperating.

REPORT

LIVESTOCK SCALES AND WEIGHING, by F. W. Miller, In Charge, Packers  
and Stockyards Division. This mimeographed report contains information  
and comments for market supervisors under the Packers and Stockyards Act.

STANDARDS

UNITED STATES STANDARDS FOR GRADES OF CANNED PEACHES (YELLOW CLING-  
STONE), Effective July 15, 1940.



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INSTRUCTIONS, REGULATIONS, RULINGS  
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MILITARY LEAVE FOR  
NATIONAL GUARD MEMBERS

An administrative memorandum has just been issued by the Business Manager, calling attention to a recent letter from the Secretary of War, indicating that because of the present limited national emergency, the President and Congress have seen fit to authorize and establish for the fiscal year 1941 a period of field training for the National Guard of 21 days instead of 15 days, as was previously the case.

The cooperation of all field representatives has been requested by the War Department, with a view to granting leave of absence to members of the National Guard without loss of pay, time, or efficiency rating, for the full period of 21 days.

As in the past, all applications for military leave should be made on the usual leave application form, and should be accompanied by the original or a photostatic copy of the orders for training duty.

ANNUAL ENCAMPMENTS OF  
VETERANS' ORGANIZATIONS

Employees of the Department affiliated with the National Association of Regulars may be granted annual leave or leave without pay for the purpose of attending the national convention of that organization to be held in Detroit, Mich., September 3-5, 1940, providing such absence does not interfere with the performance of the necessary work of the Department. Authority for the granting of this leave is contained in a memorandum of July 2 from the Director of Personnel of the Department to Chiefs of Bureaus and Offices.

ADMINISTRATION OF AFFIDAVITS  
TO EXPENSE ACCOUNTS

Attention is called to Administrative Memorandum No. 152, Supplement No. 3, entitled "Administration of Affidavits to Expense Accounts," with which is transmitted to division and section leaders Budget and Finance Circular 195. It will be noted that a specimen form has been devised for making certain minor changes, such as changes in titles, etc., in the Authorizations to Administer Affidavits (Form AD-140). The Budget and Finance Circular requests that authorized employees, when administering affidavits, add under their names and titles -- "Designated to Administer Oaths," or an equivalent statement. The wording prescribed for rubber stamps for that purpose, in Supplement No. 1 of Administrative Memorandum 152, is proper and need not be changed.

ACCURATE SPEEDOMETER READINGS  
FOR OFFICIAL TRAVEL BY AUTO

Administrative Memorandum No. 234, Supplement No. 1, transmits Budget and Finance Circular No. 194, relative to the use of privately owned vehicles for official travel regardless of whether the title to the vehicle is vested in the traveler. It does not in any way relax the necessity for careful administrative determination that the travel on a mileage basis is economical and advantageous to the United States. This circular contains a warning, as follows, against the use of fictitious speedometer readings:

"In connection with this subject the Office of Personnel has indicated that several cases have come to the attention of that office involving employees who have used fictitious speedometer readings in claiming reimbursement for the use of privately owned automobiles on official business. It is reported that in some instances the employees have simply estimated their mileage and used fictitious readings to cover the estimated mileage. In some cases mileage has been overestimated, resulting in overpayment. In other instances it appears that employees have deliberately claimed excessive mileage; in still others they have claimed mileage for personal trips including travel between their headquarters and their homes, and mileage for purely fictitious trips.

"With a view to preventing incidents of this kind, which necessarily result in disciplinary action and recovery of money improperly claimed and received, it is suggested by the Office of Personnel that specific written instructions on this subject be issued and distributed to all employees who use privately owned automobiles for official business, pointing out the requirements that actual speedometer readings must always be used in claiming reimbursements for mileage and that in addition to any recoveries which may be effected drastic disciplinary action will be taken in the case of any employee who claims mileage to which he is not entitled or who uses fictitious speedometer readings."

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HERE AND THERE  
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W. F. Callander, in charge of the Division of Agricultural Statistics, and B. H. Bennett, of that Division, recently met with representatives of the Ohio State Department of Agriculture, at Columbus. They developed a cooperative agreement between that Department and the Agricultural Marketing Service for the joint collection of statistics on the dairy products industry in Ohio, to be effective beginning August 1.

Enoch Karrer and J. N. Grant, Division of Cotton Marketing, spent several days recently at the Leeds & Northrup Instrument Company in Philadelphia, and other instrument companies, in connection with improved precision instruments for recording and controlling temperatures and humidities in the Division's unique air-conditioning equipment.

District Supervisors V. E. Foster, Chicago Ill., T. J. Perrin, Nashville, Tenn., Jesse L. Shabram, Denver, Colo., Glenn T. Stebbins, Montgomery, Ala., and E. J. Bolas, auditor, Kansas City, Mo., Packers and Stockyards Division, recently spent a week in the Washington office conferring with administrative officials on matters relating to the enforcement of the Packers and Stockyards Act.



George C. Edler, Division of Agricultural Statistics, left Washington on June 12 for the bluegrass, orchard grass, meadow fescue, and redtop producing areas of Kentucky, Missouri, Iowa, Minnesota, Illinois, and Wisconsin. Mr. Edler will assemble information from shippers, dealers, and growers of seed prior to the issuance of estimates of production on the above crops. He is also studying the broomcorn situation in Oklahoma and Illinois, and assisting State statisticians with problems pertaining to estimating field seed crops. Mr. Edler expects to return to Washington July 18.

During the past 2 months, Warner M. Buck of the Livestock, Meats, and Wool Division, traveled in Wyoming and Montana, conducting field work in connection with the wool shrinkage research project that is being conducted by the AMS. The objective of this project is to develop a method of selecting a small sample of a clip of wool that when coured will accurately indicate the shrinkage of the entire clip from which it was selected. While in the West, Mr. Buck visited a number of ranches and warehouses, in order to study and sample clips originating in various parts of these States, so as to have tests made of wool grown under different climatic and range conditions. The work was carried on in cooperation with the Montana State College and the University of Wyoming, as well as wool growers' associations. The wool shrinkage research project was inaugurated in response to an urgent request from producers and their organizations for some means whereby the guess work can be largely eliminated in evaluating wool.

J. E. Barr, Grain and Seed Division, has been invited by the New York State Bean Shippers Association to lead a round-table discussion of that group at its annual meeting at Canandaigua, N. Y., on July 24. Mr. Barr will also visit Rochester and Buffalo, N. Y., to confer with State officials, inspectors, and field office representatives regarding soybean inspection and standardization.

R. T. Doughtie, Jr., cottonseed technologist from the Memphis office of the Division of Cotton Marketing, is in Washington for the purpose of analysing and preparing samples of cottonseed to be used in testing the proficiency of chemists who may apply for license to analyze and certify the grade of cottonseed.

B. H. Bennett, Division of Agricultural Statistics, will attend the annual convention of the International Baby Chick Association, to be held at St. Louis, Mo., July 22-25. He will lead and participate in the round-table discussions on statistical problems relating to the hatchery and poultry industries.

Lewis Larrick of the B. F. Goodrich Rubber Company of Akron, Ohio, was a visitor in the Division of Cotton Marketing on June 26. He spent the day in the laboratories of the Division familiarizing himself with the equipment and the methods used in analyzing cotton fibers.

Elias S. Kimball, Jr., associate agricultural statistician in the poultry section of the Division of Agricultural Statistics, is on leave of absence. He is working toward a Master's degree at the summer session of the Graduate School, University of Wisconsin.

The Crop Reporting Board will have the assistance of the following field statisticians in the preparation of the coming crop reports:

Lamb Crop Report - to be issued July 25:

F. W. Beier, Jr. .... regional livestock statistician, Denver, Colo.  
F. E. Finley ..... agricultural statistician, Austin, Tex.

July Price Report - to be issued July 29:

F. E. Finley ..... agricultural statistician ..... Austin, Tex.

Wool Shorn Report - to be issued August 2:

F. W. Beier, Jr. (See above)  
F. E. Finley (See above)

August Cotton Report - to be issued August 8:

R. E. Blair ..... senior agric. statistician, Sacramento, Calif.  
S. L. Bryan ..... agricultural statistician..... Little Rock, Ark.  
L. C. Heidelberg ..... agricultural statistician..... Gulfport, Miss.

August General Crop Report - to be issued August 9:

V. H. Church ..... senior agric. statistician ..... Lansing, Mich.  
A. V. Nordquist ....associate agric. statistician ..... Lincoln, Nebr.  
J. G. Diamond ..... senior agric. statistician ..... Helena, Mont.

W. S. Marsden, in charge of technical research at the Bibb Cotton Manufacturing Company's headquarters and laboratories at Columbus, Ga., spent July 5 in the cotton fiber laboratories of the Division of Cotton Marketing.

Mr. Marsden is particularly interested in the X-Ray and chemical reactions of cotton fibers in relation to their physical properties and their use values. He reports that the information he received concerning apparatus and technique developed in our laboratories have been of much assistance to him -- of special interest and application in his new program of research concerning tire cords and other mechanical fibers.

L. N. Allen, of the Montgomery, Ala., office of the Grain and Seed Division will attend a meeting of the Florida Seedsmen's Association at Orlando, Fla., July 18 and 19, where he will discuss the provisions and requirements of the Federal Seed Act.

On July 10, H. L. Rasor, agricultural statistician in the Austin, Tex., office of the Division of Agricultural Statistics, was transferred to Washington and detailed to assist the Census Bureau in handling the 1940 Agricultural Census, especially of cotton.

Henry L. Jones, Packers and Stockyards Division, recently visited the markets at Richmond, Lynchburg, Bristol, Roanoke, Harrisonburg, and other Virginia markets in the interest of the enforcement of the Packers and Stockyards Act.

E. G. Parker, of the Memphis office, Division of Cotton Marketing, was in Washington, July 11-13, to discuss operating matters with the local office.



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# The A.M.S. News

ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D.C.

August 1, 1940

U.S. Department of Agriculture

Vol. 3, NO. 3

NILS A. OLSEN

The Department was shocked to learn on Monday, July 27, of the untimely death of Nils A. Olsen. Mr. Olsen died July 28 at the Lawrence Hospital, Bronxville, N. Y. He had been ill for approximately 4 months with a streptococcus infection.

Mr. Olsen was Chief of the Bureau of Agricultural Economics from 1928 to 1935 and prior to that held numerous other responsible posts with that organization. For the past few years he had been Vice President of the Equitable Life Assurance Society of New York.

When advised of Mr. Olsen's death, Secretary Wallace said: "Nils Olsen was one of the strong leaders who made the Bureau of Agricultural Economics the outstanding research institution which it is today. He has been a personal friend since 1923 and I shall greatly miss him."

Mr. Kitchen, long associated with Mr. Olsen and who served under him as Assistant Chief, said:

"Those of us who worked with him during the 10 years he was Assistant Chief and Chief of the Bureau of Agricultural Economics will long remember him as a vigorous and able leader and loyal friend. His enthusiastic devotion to duty and broad grasp of administrative and research problems in the field of marketing enabled him to make a great contribution to the successful development of many of the activities upon which we are now engaged. Our work and we as individuals have lost a friend."

Mr. Olsen was born at Herscher, Ill., August 31, 1886. He was graduated from Luther College, Iowa, in 1907; was a graduate student in history and economics at Johns Hopkins University, 1907-08; and in 1909 received his Master's degree in economics at the University of Wisconsin. He was instructor in history and economics at Muhlenberg College, Pa., 1909-10, and at Harvard University, 1910-12; from 1912 to 1919 he managed several farms.

Entering the Department of Agriculture in 1919 as an assistant agricultural economist, Mr. Olsen was progressively promoted through the various economic branches and in May 1925 became Assistant Chief of the Bureau. As Assistant Chief he was responsible for the development and coordination of the Bureau's research work and continued in charge of the Division of Agricultural Finance. He was appointed Chief of the Bureau on

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July 16, 1928, and served in that capacity until his resignation in April 1935 when he accepted a position as manager of the Farm Investment Department of the Equitable Life Assurance Society.

Mr. Olsen is survived by two sisters and two brothers. He was not married. Services were held on July 29 at Bronxville, N. Y. Interment was at his home in Illinois, July 31.

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#### LET'S GET BETTER ACQUAINTED

Almost an entirely new set-up of administrators were directing the work of the Grain and Seed Division shortly after the Agricultural Marketing Service came into being in July 1939. On the opposite page are the chief figures of this group.

E. J. Murphy had assumed full charge of the former Grain Division on September 25, 1939, after having been acting in that capacity since the death of E. C. Parker the July preceding. Upon the establishment of the Grain and Seed Division the following November, with the consolidation of Hay, Feed, and Seed with Grain, Mr. Murphy took on the greater responsibilities of the increased work in the new and larger Division. The addition of the New Federal Seed Act also brought new activities and problems. But he was well equipped for the task, with his wide Government experience of 32 years, more than 28 years of it gained in the Department of Agriculture.

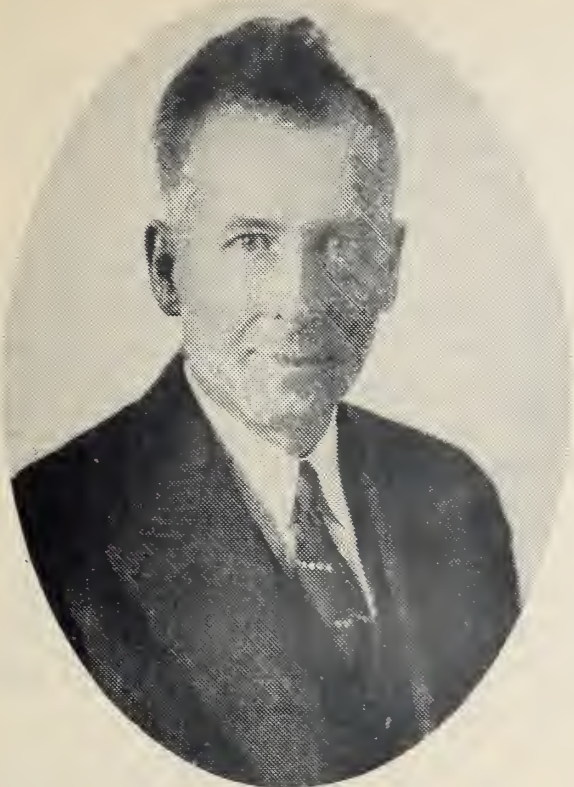
E. O. Pollock, formerly engaged in hay standardization, inspection, and extension activities in the Hay, Feed, and Seed Division, joined the Grain and Seed Division in November 1939 with 15 years of departmental experience to his credit. Just prior to that he had been attached to the Federal Surplus Commodities Corporation in connection with its wheat export program. He is Mr. Murphy's first assistant in directing the numerous and diverse phases of administrative work of the Division, which involves several hundred employees.

Robert H. Black began to direct the grain standardization research activities in the Division's Washington laboratories on January 15, 1939. He had been transferred from Minneapolis where he had been stationed since 1918 -- for the last 8 years in charge of the district office of Federal Grain Supervision. Mr. Black has directly under his supervision a group of workers engaged in technological, chemical, milling, and baking research.

W. A. Davidson, who had administered the enforcement of the former Federal Seed Acts in the Bureau of Plant Industry, brought that work over to become a part of our activities when the first Department reorganization plan was accomplished in October 1938. The new Federal Seed Act was passed in August 1939 and supersedes the former acts. Mr. Davidson, who is in direct charge of its administration in the Grain and Seed Division, has been exceedingly active during the year he has been a member of that staff in getting the seed regulatory work under the new law on its way. Immediately under Mr. Davidson's direction are six field seed laboratories, as well as the Washington laboratory, with their staffs of research and administrative employees.



# ADMINISTRATIVE OFFICERS OF THE GRAIN AND SEED DIVISION



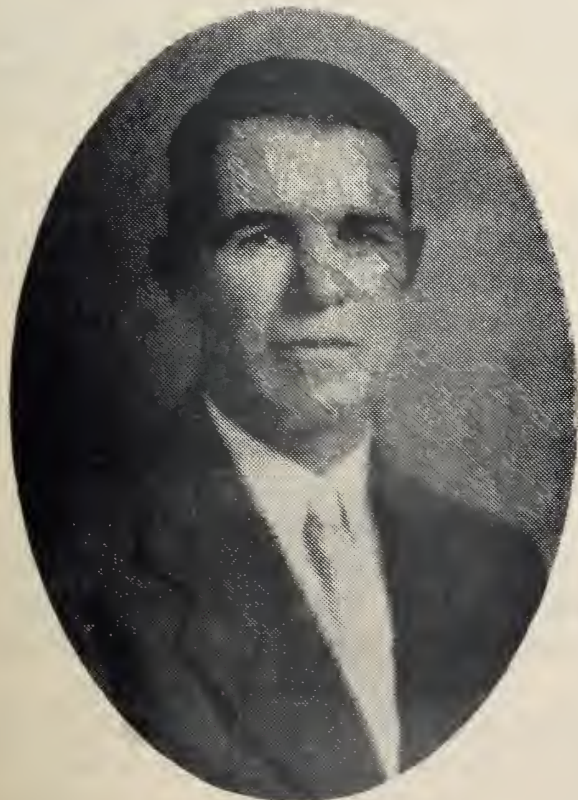
**E. J. MURPHY**

IN CHARGE  
GRAIN AND SEED DIVISION



**E. O. POLLOCK**

PRINCIPAL  
MARKETING SPECIALIST



**R. H. BLACK**

IN CHARGE  
GRAIN STANDARDS RESEARCH



**W. A. DAVIDSON**

SUPERVISOR  
FEDERAL SEED ACT



## U. S. GRAIN STANDARDS ACT AMENDED TO INCLUDE SOYBEANS

Following the signing by the President on July 18 of a bill providing for an amendment to include soybeans within the terms of the Grain Standards Act, public meetings were held at Toledo, Ohio, Peoria, Ill., and Chicago, Ill., on July 29, 30, and 31 respectively to afford an opportunity to producers, shippers, processors, warehousemen, and others to express their views on a proposal to promulgate at once under the act the soybean standards now in effect on a voluntary basis.

The expansion of the soybean crop and its importance in marketing channels in recent years have attained such proportions that the entire soybean industry recognizes the need for official inspection, grading, and certification as now provided for other grains under the act. Official U. S. standards for soybeans are now in use on a voluntary basis. The inclusion of soybeans under the act will make available the more widespread supervision and appeal service that the act provides.

The U. S. Grain Standards Act authorizes the Secretary of Agriculture to establish official standards for grain and to license inspectors to apply such standards, and makes the use of the standards mandatory when grain is sold by grade in interstate or foreign commerce.

A public notice of not less than 90 days is required before official U. S. standards may become effective under the act. In order to make the change as smoothly as possible, the Agricultural Marketing Service is proposing to the industry that the standards for soybeans now in effect be officially promulgated under the act at the earliest date possible. In making this proposal the Service recognizes that the new standards will become effective after the 1940 crop has started to move to market. Mr. Kitchen points out, "It therefore does not appear desirable to attempt any change in the standards or their application for this year's crop."

All interested parties were invited to attend the three meetings or to submit their comments and suggestions in writing to the Agricultural Marketing Service.

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## TO SELL COTTON IN EVEN-RUNNING LOTS ON BASIS OF U. S. CLASSIFICATION

The volume of cotton to be classed for organized cotton-improvement groups in the vicinity of Victoria, Tex., is such that an AMS classer is to be stationed at Victoria during the ginning of the crop this season, thus obviating the necessity of sending samples elsewhere to be classed.

In addition, the organized growers in the vicinity of Victoria are working out a marketing arrangement whereby the cotton for all groups will be sold in even-running lots on the basis of classification according to the official standards for grade and staple of American cotton. The Division of Cotton Marketing is much interested in this development, and arrangements have been made for a study of the effectiveness of this system for marketing cotton.



## MISSOURI GINNERS AND FARMERS VISIT U. S. COTTON GINNING LABORATORY

A delegation of 45 cotton growers and ginnermen from Missouri attended the annual Missouri cotton ginning conference held at the U. S. Cotton Ginning Laboratory, Stoneville, Miss., July 10-12. These growers, together with the ginnermen and extension workers in attendance at the conference, heard discussions on various timely ginning subjects by members of the laboratory staff, made a tour of all laboratories, saw demonstrations of various new and modified ginning machinery, and visited a number of seed-breeding farms and modern Delta gins in the vicinity of Stoneville. At each of these gins, one or more of the ginning laboratory's "findings" or research developments had been incorporated in the ginning equipment, and the visitors were much interested in these improved machines and their better ginning performance.

At the farm of the Stoneville Pedigreed Seed Company, George Walker, President, made a talk on the work of his institution in developing better varieties of cotton. At the farm of the Delta & Pine Land Company, Oscar Johnston, President, stressed the efforts that are now being put forth by the National Cotton Council in obtaining facilities for use by cotton breeders in making fiber and spinning tests on their varieties before releasing them to the public. He made reference to the work already done by AMS in testing cotton varieties in its spinning laboratories.

This was one of a series of successful meetings of ginnermen and farmers at the Stoneville ginning laboratory, as a part of the Federal-State gin extension program. More important, it demonstrates the degree to which practical effect is being given to the research findings and that progressive ginnermen and farmers are becoming acquainted with new developments pertaining to cotton breeding, production, ginning, and handling of vital interest to them in the handling of their own practical problems.

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## LARGE INCREASE IN TOMATO INSPECTION IN TWO VIRGINIA EASTERN SHORE COUNTIES

While acreage in potatoes has fallen from 51,000 acres in 1934 to 31,200 in 1940 in the two counties of Accomac and Northampton on the Eastern Shore of Virginia, the tomato acreage has risen from 3,000 to more than 10,000 acres. The inspection of tomatoes for canning has shown a marked increase during the last 3 years along with the expanded acreage. Robert W. Bier of the Fruit and Vegetable Division reports that in 1937 only one canner was using inspection; this year there are 16 receiving stations representing 7 large canners which are using this service. One inspector was able to carry on this work alone in the two counties in 1937, whereas this season 20 inspectors are working at the present time and there is a possibility that 25 will be needed at the peak of tomato picking.

In 1938 the Fruit and Vegetable Division inspected 11,442 tons of tomatoes, whereas this season, weather permitting, the tonnage inspected is expected to be more than double that figure. Some estimate that it will be 25,000 tons. In 1939 the Division inspected 19,964 tons.

## COOPERATIVE WEEKLY WEATHER-CROP

## REPORTS NOW ISSUED IN NUMBER OF STATES

The issuance of weekly weather-crop reports by the AMS, in cooperation with the Weather Bureau and, in some States, with the State Extension Service, which was started in Kansas and Montana some time ago, is gradually being extended to other States. The AMS work is being handled by the Division of Agricultural Statistics.

In Utah, Wyoming, Nebraska, Colorado, Oklahoma, and Pennsylvania the weekly reports were started early this spring. Recently Arkansas, Virginia, and Alabama were added to the list, and negotiations are now pending in North Carolina, South Carolina, Louisiana, and Texas with a view to starting the weekly reports in those States. Weekly reports are also issued in Illinois in cooperation with the Illinois Department of Agriculture.

It is expected that joint weekly reports eventually will be issued for practically all States.

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## EXTEND DEADLINE THAT ORGANIZED GROUPS

## MAY APPLY FOR FREE CLASSING OF COTTON

Extension of the time limit up to which applications for free classification of 1940 cotton may be filed by organized cotton-improvement groups was announced on July 23 by the AMS. Delayed planting in many areas and general lateness of the season account for the extension.

The deadline data for most of Mississippi Valley and the southeasterly States has been advanced from August 1 to August 15 and for the more northerly and westerly areas from August 15 to August 25.

Applications must be filed with the Agricultural Marketing Service not later than August 15 for groups in Florida, Georgia, South Carolina, Alabama, Mississippi, Arkansas, and Louisiana, and for groups in the counties of Texas lying entirely, or for the most part, east of the 100th Meridian.

To allow for later planting in other areas, the final date for filing is August 25 for groups in North Carolina, Virginia, Tennessee, Kentucky, Missouri, Oklahoma, New Mexico, Arizona, California, and all counties in Texas lying entirely, or for the most part, west of the 100th Meridian.

The number of organized groups applying for this service prior to July 23 was about 10 percent greater than last year.

It is expected that, if a Government loan is announced, the classification memorandum furnished to members of groups qualifying for the free classing service will be accepted for loan purposes and members will not have to pay an additional fee for classification.



## ACT PROHIBITS TOBACCO SEED AND PLANT EXPORTS EXCEPT FOR EXPERIMENTS

The act to prohibit the exportation of tobacco seed and plants except for experimental purposes, which became a law without the President's signature, has been assigned to the Agricultural Marketing Service for administration. Rules and regulations are in course of preparation. Considerable difficulty is anticipated in the practical administration of the act by reason of the fact that tobacco seeds are so minute that the unauthorized inclusion of seeds in foreign mail would be exceedingly difficult to prevent.

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## LABELING REQUIREMENTS FOR VEGETABLE SEEDS TO BECOME EFFECTIVE AUGUST 9

Federal Seed Act requirements for labeling vegetable seeds shipped in interstate commerce become effective August 9. After that date all vegetable seed that comes within the regulations of the act must be properly labeled, honestly advertised, and honestly represented in every way.

Each bag, carton, or packet of vegetable seed shipped across State lines must show the kind and variety of seed in the package. It must bear the name and address or the code designation of the person or organization shipping the seed. If the seed is up to the standard for germinability set by this Department no specific statement as to germination needs to be shown. If it is not up to the Department's standard, however, it must be labeled to show percentage of germination, date of the test, and in plainly printed letters the words "below standard."

The act covers vegetable seeds shipped by truck, rail, or in any other manner from one State to another. Claims made for seed sold or offered for sale in interstate commerce will be tested and checked by the AMS which is responsible for administering the act.

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## RESULTS OF GOVERNMENT EGG GRADING COMPARED WITH THOSE OF ANOTHER SYSTEM

A study comparing the grading of eggs by the Mercantile Exchange graders at Chicago and New York, according to their grades, with the grading of the same lots of eggs in terms of the U. S. standards for grade, is about to be undertaken.

Rob R. Slocum, of the Division of Dairy and Poultry Products with J. H. Radabaugh of the Poultry Division, Surplus Marketing Administration, left Tuesday, July 30, for Chicago. They will spend Wednesday, Thursday, and Friday there with Henry G. F. Hamann of the AMS Division of Dairy and Poultry Products and make preliminary arrangements for the study. Upon their return they will proceed to New York in order to start the actual work at that point. Mr. Hamann will handle the grading work involved in this study at Chicago.

## IMPORT RESTRICTION ON MIXTURES OF WHITE, SUCKLING CLOVER SEED MODIFIED

Under an order issued July 25 by the Secretary of Agriculture, mixtures of white and suckling clover seeds may be imported after August 15, 1940, according to an AMS announcement on July 26.

Under the Federal Seed Act of August 9, 1939, any seed containing more than 5 percent by weight of other kinds of seed of similar appearance is deemed to be adulterated and its importation is prohibited. The act provides, however, that such seed mixtures shall not be deemed to be adulterated that the importation of such mixtures for planting is not detrimental to the user.

It has been found, as stated in the Secretary's order, that "the importation of mixtures of seed of suckling clover (*Trifolium dubium*) and white clover (*Trifolium repens*) for planting is not detrimental to the user of such seeds." Mixtures of these seeds, therefore, may be imported after August 15, provided that other provisions of the import section of the act are complied with.

Because of the difficulty of obtaining suckling clover seed with less than 5 percent of white clover seed, importation of suckling clover seed was limited. The Secretary's order removes the import restriction and increases the available supply of suckling clover seed.

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## EXPANDED MARKET NEWS SERVICE ON EGGS ESTABLISHED AT PITTSBURGH

Market news service on eggs at Pittsburgh has been expanded to include price reports on Government-graded eggs in that market. L. M. Davis of the Division of Dairy and Poultry Products recently spent a day in Pittsburgh to make the necessary arrangements. In company with E. J. Lawless, Jr., chief of the Poultry Division of the Pennsylvania Bureau of Markets, and Charles C. Sheppard, the recently appointed Federal-State egg grader assigned to Pittsburgh, he interviewed various members of the trade, and he outlined the proposed market news service, as well as the new grading work in the market, at a special meeting of the Board of Directors of the Pittsburgh Butter and Egg Exchange.

Graded eggs now being distributed in Pittsburgh originate from several sources, including country grading stations, country auctions, and eggs graded locally in the market. The active interest manifested in the new program pointed to the probability of a substantial increase in the distribution of the Government-graded class of product.

The grading work in the market will be handled by Mr. Sheppard, and the price reporting by J. K. Boyd, local representative of the Fruit and Vegetable Division, who for several years has been including local prices of current receipt eggs and live poultry on a special daily dairy and poultry products report.



REPORTS INAUGURATED ON W. VA. AUCTION  
AND COOPERATIVE SALES OF GRADED LAMBS

Arrangements were recently completed for the inauguration of a cooperative Federal-State service embracing the compilation and dissemination of reports of West Virginia auction sales and cooperative sales of lambs graded by State graders on the basis of official U. S. standards. E. W. Baker of the Livestock, Meats, and Wool Division, conferred with officials of the West Virginia Department of Agriculture for that purpose on July 10 in Charleston, W. Va.

The reports of these sales are to be wired on the date of sale to the Washington office of the Livestock, Meats, and Wool Division and to the State Department of Agriculture in Charleston by the State employees who perform the grading. It is planned that the State Department will release the information in daily chain radio market news programs over Stations WCHS, Charleston, WPAR, Parkersburg, WBLK, Clarksburg, and WSAZ, Huntington, and to have the programs carried on State Associated Press wires. The reports will be relayed from Washington on the southern and eastern circuits of the leased wires of the Agricultural Marketing Service and to Baltimore on the main livestock circuit.

The new service, which will be inaugurated on July 29 and continue through August and September, will supply information relative to receipts and sales of lambs by weight and grade at various West Virginia markets. It is planned to resume this service next season for a 3-month period starting on or about July 1.

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W. J. NEVIUS TERMINATES  
39 YEARS OF SERVICE

W. J. Nevius, an accountant in the Packers and Stockyards Division, terminated his service with the Government July 31, 1940, after 39 years of service in the Department of Agriculture. He has been granted extended leave without pay, after which he will voluntarily retire.

Mr. Nevius began his work for the Government on August 15, 1901, with the Bureau of Animal Industry. In 1905 he was transferred to the Disbursing Office where he served in important positions until 1929. At that time he returned to the Bureau of Animal Industry to assist with the accounting work in the Packers and Stockyards Division as an accountant. He has remained with that Division since that time.

Mr. Nevius has given many years of valuable service to the Department and will be greatly missed. His many friends and his co-workers wish for him rest and enjoyment in the new home he plans to make in Florida.

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COMMENTS FROM THE PRESS  
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From the Lincoln (Nebraska) Star,  
June 25, 1940.

"During the remainder of the summer and on through the fall monthly reports issued by the U. S. Department of Agriculture in cooperation with its Nebraska service will hold a spotlight of interest for this State. This is the growing season--the season so vital to Nebraska.

"We have always taken the position that these agriculture reports are of great value. They give the business man who hasn't time to do his own checking, a chance for close touch with the crop outlook. Obviously, they are of even more benefit to the farmer himself because they concern his very own business. \* \* \*

"We have long observed the care and thoroughness with which the Nebraska crop reporting staff goes about its work. We know the reports are as accurate as any such forecast can be. But because of technical orders regarding release dates, these reports often lose much of their value.

"Information which the Nebraska staff gathers as of conditions of crops on the first of the month is not made available to the public for 10 days. Ten days in a Nebraska growing season is a long time. Corn crops can be lost in as little as two or three days. We feel certain that the crop men would render a real service if they would make arrangements to release their findings as quickly as possible. What's more, they would remove themselves from a lot of undeserved criticism."

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W. F. Callander's article, "The Crop Reporting Board and the Farmers Swap Information," in the July issue of Marketing Activities, apparently is going over big. Requests have come from an egg and poultry magazine, from a seed trade journal, and from other sources, for permission to rerun this article with the accompanying illustrations. Commendations also have been received from State extension editors, State statisticians, and other public authorities.

Incidentally "The Guard", whose photograph is on the inside cover of the July issue of M. A., appears in a recent issue of Business Week and in the July 22 issue of Time magazine. Also, a series of crop reporting photographs are being distributed by a nation-wide press association and by a large organization that specializes in making and distributing photographic mats.

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Rex Stewart, senior agricultural statistician, recently received the following comment in a letter from a Washington (State) daily newspaper: "You are undoubtedly publishing the best, most complete, and most accurate crop and market reports that have ever been issued.



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REPORTS AND RELEASES  
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FARM FLASHES (radio)

ANOTHER BIG BEAN CROP.  
CHICKENS LAY MORE EGGS.  
FEED GRAINS--PASTURES--HAY.  
POTATO CROP PROSPECTS.

SMALLER SWEET POTATO CROP.  
TOBACCO CROP PROSPECTS.  
LAMBS SET NEW RECORD.  
KNOW YOUR OATS.

PRESS RELEASES

FARM WAGE RATES UP OVER YEAR AGO. (July 13.)  
EXTEND DEADLINE THAT ORGANIZED GROUPS MAY APPLY FOR FREE CLASSING  
OF COTTON. (July 23.)  
HARD RED WINTER WHEAT CROP HIGH IN QUALITY. (July 23.)  
U. S. GRAIN STANDARDS ACT AMENDED TO INCLUDE SOYBEANS. Three  
Public Meetings Scheduled for July 29-31 to Discuss Soybean  
Standards. (July 23.)  
HARD RED WINTER WHEAT CROP HIGH IN QUALITY. (July 23.)  
LABELING REQUIREMENTS FOR VEGETABLE SEEDS TO BECOME EFFECTIVE  
AUGUST 9. (July 29.)  
IMPORT RESTRICTION ON MIXTURES OF WHITE, SUCKLING CLOVER SEED  
MODIFIED. (July 26.)  
NILS OLSEN, CHIEF OF B.A.E. FROM 1928 to 1935, DIES. (July 29.)

RELEASE TO EXTENSION EDITORS (Southern States)

GINNERS AND MODERN CLEANING EQUIPMENT FOR BETTER COTTONS.  
AUGUST 9 WILL BRING ADDED PROTECTION IN VEGETABLE SEED LABELS.  
SAYS OVERSIZE COTTON BALES MAY BE DAMAGED AT COMPRESS.

REPORTS

TEXAS WHEAT, Estimated Acreage, Yield, and Production, 1927-1938, by Counties. The information in this bulletin, prepared by Frank E. Finley, agricultural statistician of the Austin, Tex., office of the Division of Agricultural Statistics, is an attempt to supply the growing demand for county data on the important cash crops in Texas. The publication brings together all available information on acreage and production of wheat by counties in Texas. Statistics on cotton have already been published and are available for distribution.

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An early morning broadcast over KNX, Los Angeles, Calif., was inaugurated about 3 months ago. This broadcast is similar in many ways to the early morning program which is presented over WOR at New York, in that it consists of information telephoned from the market by the market reporter at about 6:00 in the morning, and covers trading up to that time. It goes on before 6:30 a.m.

"Alec" Prugh, in charge of the fruit and vegetable market news office in Los Angeles, reports that this broadcast has proved of real value to the producers in the Los Angeles area. The radio station also reports that many comments have been received on the value of this special early morning broadcast, which provides up-to-the-minute market news on this important fruit and vegetable market.

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INSTRUCTIONS, REGULATIONS, RULINGS  
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ORIENTATION TRAINING FOR  
EMPLOYEES OF THE DEPARTMENT

The Business Manager is in receipt of a memorandum from the Director of Personnel on the subject of orientation training for new employees of the Department of Agriculture. This memorandum contains recommendations for handling such work by immediate supervisors and emphasizes the fact that one of the fundamentals of the Department's training policy is that each supervisor, at whatever level he may be in the organization, is responsible for constantly developing and improving the attitudes, knowledge, and skills of all the employees of his staff so that the work may be done more effectively. The efforts of the immediate supervisor, and of other officials, in helping new members of the staff to get acquainted with and adjusted to their surroundings form one of the best investments in a good morale and good work that any organization can make.

For a Government employee, the purpose of orientation training means getting him to see the purpose and place of his job in the work of the agency as a whole, to learn to understand and conform to policies and procedures, and to use the various facilities available with a view to fitting himself harmoniously into an effective work group with fellow employees.

It is believed that through an appropriate explanation to new employees of the scope and field of activity with which they are becoming associated, there will result better cooperation and a higher degree of initiative than is usually demonstrated by new workers undertaking a piece of work with which they have no idea as to the end result thereof. Such a program of acquainting new employees with the history and ideals of the organization will also do much to reduce the number of problem cases that arise often through misunderstanding and lack of information about the program of work with which the employees are connected.

Supervisors are in an excellent position to assist in the building of morale amongst their employees by taking more of a personal interest in them, and through a program of this nature, it is felt that the results of a lack of proper orientation and instruction will be eliminated.

From an analysis of some of the letters we are now receiving from our field employees complaining with regard to their efficiency ratings, it would appear that there are a number of our field workers who have not been properly informed as to what their actual responsibilities involve. It is believed that much work can be done with our older employees, as



well as with new employees who are just entering the service, in the matter of outlining their responsibilities and advising them as to what is expected of them in their various assignments.

Each supervisor should give this matter his personal consideration with a view to becoming interested in helping the employees under his jurisdiction, thereby improving their personal qualifications for advancement and at the same time increasing their present value to the Service.

CONCERNING LEAVE WITHOUT PAY  
FOR EMPLOYEES ON MILITARY DUTY

The Business Manager calls attention to the following memorandum from the Director of Personnel, P-96, concerning leave without pay for employees called to military duty:

"Current expansion of the Nation's defense forces has raised the question of the status of employees of the Department who are called for military duty.

"There is no legislative or executive requirement that employees who voluntarily go into such service be restored to their civilian positions at the completion of military duty. The Department, however, desires to cooperate in every way possible with the defense program.

"It shall therefore be the policy of the Department to grant leave without pay to employees who go into military service, either for training or for active duty. Within appropriation limits, such employees shall be restored to their positions upon the completion of military service, provided they are physically and mentally qualified to resume their former duties.

"Because of current restrictions, leave without pay cannot be granted for any purpose for a period in excess of one year, so that military service lasting more than one year cannot at present be included under the policy stated above. However, the Council of Personnel Administration, speaking for all Government agencies, is now seeking removal of this time restriction in cases of military service. You will be advised as soon as action is taken in this direction.

"It should be emphasized that the above policy is applicable to all employees who go into military service, whether or not they are now members of the military and naval reserve forces. \*\*\*"

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Books on Marketing  
in the Library  
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Curtis publishing company. Division of commercial research. C-no.1. New facts about retail distribution. Grocery stores analyzed by sales volume and city size groups. 11pp., processed. [Philadelphia, 1939] 280.329 C94 no. 1 Nov. 1939

At head of title: Commercial Research Division, The Curtis Publishing Company.

International institute of agriculture. Studies of the principal agricultural products on the world market, no. 6. Olives and olive products, production and trade. 223pp., maps. Rome, 1940. 280.39 In8 no. 6 Eng. ed.

New England research council on marketing and food supply. Proceedings of the annual meeting...held on April 24 and 25, 1940 at Boston, Massachusetts. 87pp., processed. Boston, Mass., New England research council on marketing and food supply [1940] 252.004 N443M 1940

Partial contents: An appraisal and evaluation of research in New England now under way or recently completed, by Fred Griffiee, pp. 1-24; Review of work completed [on New England milk marketing] and present status of the country plant study, by R. G. Bressler, Jr. pp. 25-28; Plans for preparation of a report on the supply side of New England milk markets, by Alan MacLeod, pp. 29-30; Should the emphasis of the New England milk marketing research program be changed? by Harold B. Rowe, pp. 33-36; Report of a study on consumer preferences for potatoes in the Boston market, by Maynard A. Hincks, pp. 37-53; The use of agricultural surpluses to overcome nutritional deficits, by A. C. Hoffman, pp. 57-67; and The marketing research program of the Bureau of agricultural economics and its relationship to the work of the experiment stations, by H. R. Tolley, pp. 71-73.

New Zealand. Primary products marketing dept. Annual report, 1938/39. 62pp. Wellington, E.V. Paul, government printer, 1940. Folio 280.39 N489 1938/39

U. S. Works progress administration. Marketing laws survey. A digest of state laws relating to the problem of interstate trade barriers for states whose legislatures convene in 1940. 33pp., processed. [Washington, D. C.] 1940. 173.2 W89Dis

"Prepared...at the request of the United States Department of Commerce and the Interdepartmental Committee on Interstate Trade Barriers."

The States whose legislatures convened in 1940 are: Kentucky, Louisiana, Mississippi, Nebraska, New Jersey, New York, Rhode Island, South Carolina, and Virginia.

Among the categories selected for this study are: Oleomargarine, nursery stock, livestock and general foods, milk and dairy, and chain stores, with a final chart on reciprocity for each State.



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HERE AND THERE  
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Dr. F. W. Miller, in charge of the Packers and Stockyards Division, and James R. Plumb, district supervisor at Omaha, Nebr., are on the program of the meeting of the Interior Nebraska Auction Market Association, to be held at Grand Island, Nebr., August 11. Dr. Miller will speak on the "Administration of the Packers and Stockyards Act" and Mr. Plumb will talk informally on local problems as related to the act. While on this trip Dr. Miller will visit several field stations of the Division.

William G. Meal, in charge of the Fruit and Vegetable Division, will attend the annual meeting of the Vegetable Growers Association of America in Philadelphia, Pa., August 26-29. He will take part in the discussions at the business meeting, which will concern the problems and activities of the Fruit and Vegetable Division.

John C. Bubb, chemist, in charge of the New York laboratory of the Insecticide Division, was called to Washington last week to consult with officials of the Division in regard to devising a plan of procedure for the inspection work involved in the enforcement of the Federal Insecticide Act. Incidental to his chemical duties, Mr. Bubb has had wide experience in actual inspection work.

He also conferred with officials of the Division concerning the chemical work of his laboratory, and in working out details in changes of procedure made necessary by the transfer of the Insecticide Act enforcement activities to the AMS. Mr. Bubb spent  $2\frac{1}{2}$  days in Washington.

E. J. Rowell of the Marketing Information Section returned July 29 from a 6-week field trip in connection with the distribution of information originating in the Service. He visited approximately 60 AMS offices, 55 radio stations, and the offices of the press associations in many cities.

On July 15 Dean Smith of the Livestock, Meats, and Wool Division began the first of three daily broadcasts covering the Wichita livestock market. These broadcasts are carried over KFBI at 9:15 to 9:20 a.m., 11:20 to 11:30 a.m., and 1:05 to 1:15 p.m. If comments on the lamb market are not available for the 1:05 broadcast, this information is telephoned to the station and put on at 2:30 p.m.

F. W. Morrison of the Memphis classing office of the Division of Cotton Marketing will spend the month of August checking the quality of the cotton carry-over in the New England States as of July 31. He will pay a short visit to the Washington office en route to New England.

M. O. Cooper, assistant chief, Packers and Stockyards Division, left Washington July 14 to visit the markets at St. Louis, Kansas City, Wichita, Omaha, Sioux City, St. Paul, and Chicago in the interest of the enforcement of the Packers and Stockyards Act. He will return about August 4.

Harry W. Henderson, agricultural writer of the Marketing Information Section, has represented the AMS at the annual meeting of the Agricultural College Editors, which closes its 4-day session at Cameron Pass, Colo., today, August 1.

Charles S. Shaw, of the Division of Cotton Marketing will leave Washington on August 6 for his official headquarters at Stoneville, Miss. Mr. Shaw has been in the Washington office since the middle of May analyzing data pertaining to the cotton bale packaging project. He is returning to the U. S. Cotton Ginning Laboratory at Stoneville to resume his work there in connection with this project for the period of cotton ginning activity for the 1940 crop.

E. R. Clerk, in charge of the Federal State Seed Laboratory at LaFayette, Ind., will attend a meeting of the Indiana Wholesale Seed Dealers Association at French Lick Springs, Ind., August 2 and 3, and explain to trade members who will be present, and who come under the regulations of the Federal Seed Act, the provisions and requirements of that act.

Members of the Livestock, Meats, and Wool Division and other workers in the AMS and the Department bade a regretful good-bye to Miss Florence Lee on her last day at office, July 25. Impaired health necessitated her retirement. A steady stream of visitors came to her office to shake her hand and wish her well. Miss Lee found upon reporting in the morning several group gifts -- a handsome thermos set and a dress purse with a substantial sum of money in it, and several bouquets presented as individual gifts. She carried these away as reminders of the high regard in which she is held by fellow workers.

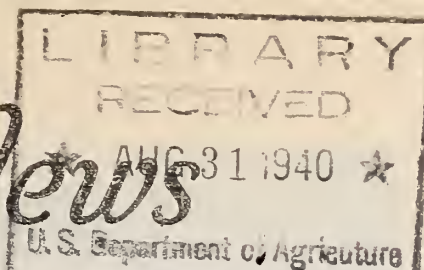
Thomas J. Kuzelka, assistant agricultural statistician of the Division of Agricultural Statistics, began an extended field trip on July 27. He will visit Ohio, Michigan, Indiana, Illinois, Wisconsin, Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas, and Oklahoma and obtain information regarding acreage, yield, production, quality, dockage, carry-over, prices, dates of beginning of harvest and threshing, and weather and other conditions prior to and at time of harvest and threshing, for use in the preparation of production forecasts for the following seed: timothy, alsike clover, sweetclover, red clover, and alfalfa. Wherever possible Mr. Kuzelka will travel by automobile with State statisticians. He will return to Washington about September 25.

T. Frank Smith of the Mobile classing office of the Division of Cotton Marketing was an official visitor in the Washington office last week.



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# The A.M.S. News



ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D.C.

August 15, 1940

Vol. 3, No. 4

## REPORTS OF MOTORTRUCK MOVEMENT OF CROPS IN GROWING DEMAND

A recent survey of the motortruck situation in the Southeastern States developed the possibility of making special arrangements for obtaining a daily record of the movement of peaches by motortruck during the 1940 shipping season in Georgia, North Carolina, and South Carolina. These arrangements provided, for the peach shipping season just closed, special daily reports from shipping point inspection supervisors, independent shippers, and managers of packing plants. The reports were wired or telephoned to market news representatives at Macon, Ga., and Hamlet, N. C., where the information was tabulated and published in the daily mimeographed reports issued at these points. It is estimated that daily records were obtained on about 95 percent of the truck movement of peaches from South Carolina, about 85 percent of the North Carolina movement, and about 90 percent of the Georgia motortruck movement.

During the last several shipping seasons similar information on the movements to market of fresh fruits and vegetables from Florida have been obtained through cooperation with the Florida State Marketing Bureau; from the Lower Rio Grande Valley of Texas through the cooperation of the inspection service of the Bureau of Entomology and Plant Quarantine; and from the Del-Mar-Va-Peninsula through the cooperation of the Delaware Department of Agriculture. Similar information on specific crops has also been obtained in restricted producing areas through cooperative efforts of various kinds.

Information on truck shipments is urgently needed by all factors engaged in the fruit and produce business. The Service is constantly being requested to provide full information on such shipments and is obtaining as much as possible with the funds that are available. Additional information is badly needed as is aptly illustrated by the following comment of one peach shipper:

"I would rather have the daily truck movement of North Carolina peaches than any other market information. We could get a pretty good idea of the rail movement by keeping our eyes open and we are advised from our terminal connections as to prices, but we are all in a fog when it comes to truck movement."



C. H. ROBINSON,  
IN CHARGE,  
DIVISION OF COTTON MARKETING



W. G. MEAL,  
IN CHARGE,  
FRUIT AND VEGETABLE DIVISION



## LET'S GET BETTER ACQUAINTED

This mid-monthly issue of our house organ brings us the likenesses of two staff members who may be classed as "newer" division leaders.

Of the two, Carl H. Robinson has been directing the work of his Division the longer. He took charge of the Division of Cotton Marketing in March 1936. Previously he had been connected for approximately 17 years with the crop reporting work, in which service he had been progressively promoted through junior to senior grades. He was crop statistician in California and Oklahoma, and for 6 years before taking over the leadership of the Division was statistician in Texas -- experience that has served him well in his present assignment.

Mr. Robinson has had many years of practical farm experience. He was born on a farm near Marion, Va., on September 2, 1892, and continued to live and work there and on adjoining farms most of the time until he was 24 years of age.

Mr. Robinson attended the University of Richmond from September 1916 to June 1918, where he majored in Marketing. From 1932 to 1933 he was a student of Business Administration at the University of Texas.

William G. Meal was placed in charge of the Fruit and Vegetable Division in September 1938, shortly after the retirement of the late Wells A. Sherman. During the 3 years preceding his appointment to that position he had been Assistant Chief of the General Crops Section in the Agricultural Adjustment Administration, and for 2 years prior to that he had been in charge of that section's work relating to fresh fruits and vegetables. His work with the AAA consisted of planning, coordinating, and assisting with the direction of the marketing agreement and order programs affecting fruits and vegetables and specialty crops. Earlier experience, also of value to Mr. Meal in his work in the AMS, included employment as junior extension agent in Tompkins County, N. Y., county agricultural agent in Schenectady County, N. Y., State marketing extension specialist in New Jersey, and as instructor in fruit and vegetable marketing in the Department of Agricultural Economics and Farm Management at Cornell University. He also served for approximately 2 years as associate agricultural economist in the Division of Cooperative Marketing, first in the Bureau of Agricultural Economics and then in the former Federal Farm Board.

Mr. Meal was born on a farm at Lockport, N. Y., on April 16, 1900, and lived and worked on it until he was 18 years of age.

In 1923 Mr. Meal received his B.S. and in 1930 his Ph.D. from Cornell University, where he majored in Marketing and Agricultural Economics.

## THE INSECTICIDE ACT AND ITS ENFORCEMENT

The Insecticide Act, the enforcement of which, through a recent order of the Secretary of Agriculture, has been placed in this Service, was enacted in 1910 and has been in effect since January 1, 1911. Because of its newness with AMS, we thought you should know (and that you would want to know) more about it, and Dr. McDonnell, who is in charge of the Insecticide Division, kindly provided us with the following interesting paragraphs.

This law is designed to prevent the manufacture, sale, and transportation in interstate commerce of adulterated or misbranded insecticides, fungicides, and disinfectants, and the importation of such adulterated or misbranded articles into the United States. It is a measure for the protection of farmers, fruit growers, market gardeners, stock and poultry raisers, the householder, and other users of these products in their struggle for supremacy over the armies of destructive insects and plant diseases which destroy about one-fifth of our crops, and in their fight against pathogenic organisms that take heavy toll in life of man and animals.

This act requires among other things, that, in the case of products which consist in part of inert ingredients, the label must bear a statement giving the correct name and percentage amount of each and every active ingredient and the total percentage of inert ingredients contained in the product, or, in case the manufacturer prefers, the name and percentage amount of each and every inert ingredient present. It also provides that a product is adulterated if its strength or purity falls below the professed standard or quality under which it is sold; if any substance has been substituted wholly or in part for the article; if any valuable constituent of the article has been wholly or in part abstracted; and in the case of products intended for use on crops or other vegetation, if it is injurious to such crops or vegetation when used thereon. Under the misbranding provisions, an article is misbranded if the package or label bears any statement, design, or device regarding the article, or the ingredients or substances contained therein, which is false or misleading in any particular.

The Government is empowered to seize any such misbranded or adulterated article that is shipped or offered for shipment in interstate commerce, or sold or offered for sale in any territory of the United States or the District of Columbia, and also to proceed by criminal action against any person or firm violating any provisions of the act.

Under the criminal section of the act any person who shall be convicted of a violation of the law may be fined, for the first offense not to exceed \$200.00 for each count upon which convicted; and for each subsequent offense not to exceed \$300.00, or may be sentenced to imprisonment not to exceed one year, or to both such fine and imprisonment in the discretion of the court.

There are several thousand insecticide and fungicide preparations on the market, and extensive investigations are being conducted by



scientists of the Government, by the State agricultural experiment stations, and by manufacturers in the development of new products for the control of insects and fungous diseases. No definite statistics are available on the total amount of such products used in the United States but data have been collected on some of the more extensively used preparations, such as Paris green, lead arsenate, and calcium arsenate. Of the arsenicals alone more than 75,000,000 pounds, or nearly two-thirds of a pound for every man, woman, and child in the United States, are used annually. The economic importance of the industry, however, cannot be valued by the volume or money value of the output, since the use of a few dollars' worth of an improperly manufactured product may result in thousands of dollars loss through a reduced crop due to lack of control of the insect or disease for which it is being used, or to serious injury to the trees or crops on which it is applied.

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#### WEATHER SERIOUSLY HANDICAPS ESTIMATING OF HONEY CROP

The difficulty of estimating the size of the honey crop is well illustrated this season by the experience of commercial beekeepers in the Northeastern and North Central States, which are among the leaders in the production of honey. This comment is made by Harold J. Clay of the Fruit and Vegetable Division who keeps in touch with the honey and bee situation of the country through his work as editor of the semi-monthly honey market news report.

Colonies that last fall were of average strength died in abnormally large numbers during the winter. Losses of from 40 to 50 percent were not uncommon in commercial yards, and in addition many colonies were left too weak to harvest the main nectar flow without assistance. Package beemen in the South, who in most years could have supplied ample aid to the northern beekeepers in the form of 2- and 3-pound packages of baby bees and a queen, were handicapped by cold, rainy weather, and package bee orders were late. Low prices for honey also curbed the orders sent south for packages. Strong colonies were divided early in the season and built up fairly well; and early swarms helped the number of effective colonies. But late swarming was serious and weakened the nectar-gathering power of the colonies more than early swarming helped. Through the clover belt, at least, it appears that the number of colonies of bees in condition to gather surplus nectar has been sharply below last year's.

Then, when clover and sweetclover were ready to yield nectar, cold, rainy weather kept the bees in the hives, where they ate up the scanty stores or starved if stores were gone. Thus, much nectar was washed away before the bees could get busy. And soon hot weather was a handicap, and in occasional yards even melted down the combs.

Occasional strong colonies in the clover belt are already assured of 200 pounds of honey or more to the colony. But many colonies are still doing little more than making a living. A good fall flow of honey would still provide their food for next winter, and possibly a surplus also, says Mr. Clay.

## ONE-VARIETY COTTON PROGRAM ANNOUNCED

The Surplus Marketing Administration of the Department announced August 15 a one-variety cotton improvement program for cotton grown in the United States. Under the plan, up to 100,000 bales of cotton produced in 1940, in selected one-variety areas, will be made available to domestic and foreign spinners in even-running lots composed solely of cotton from the same areas.

Marketing agencies participating in the one-variety cotton improvement program will buy the cotton net weight from growers in selected one-variety areas and sell it to domestic and foreign spinners on the same basis. The program requires sampling at the gin, and official classification of the cotton. Bales must be completely covered with an approved bagging and undamaged by the compress.

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## STONEVILLE COTTON GINNING LABORATORY HOLDS OPEN HOUSE

The U. S. Cotton Ginning Laboratory at Stoneville, Miss., was open to visitors from several States on August 13, the occasion being the 20th Annual Delta Day held at the Delta Experiment Station at Stoneville on that date.

Stoneville is now regarded on the basis of nature and amount of cotton research being done, as the largest cotton station of its kind in this country. At this station, the AMS and the Bureau of Agricultural Chemistry and Engineering are jointly engaged in cotton ginning investigations; the Bureau of Plant Industry has a wide range of cotton-breeding, genetic, and other related work; the Bureau of Entomology and Plant Quarantine is carrying on some of its studies of cotton insects; and the AMS in cooperation with the Bureau of Plant Industry is carrying on some special studies in connection with the Weather-Research, Cotton-Growth Project. These activities are in addition to the large variety and range of cotton studies under field and plot conditions carried on by the Mississippi Delta Station itself and in cooperation with the Federal agencies mentioned.

On Delta Day, tours were made through the various laboratories and field plots of the Station.

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The Crop Reporting Board will have the assistance of the following field statisticians in the preparation of the September crop reports:

For the cotton report on the 9th: J. C. Garrett, Alabama; Robert F. Gurtz, Kentucky; Frank Parker, North Carolina; V. C. Childs, Texas; and D. A. McCandliss, Mississippi.

For the general report on the 10th: G. A. Scott, California; B. U. Kienholz, North Dakota; and H. A. Marks, Florida.



RODGER R. KAUFFMAN MADE  
ASSISTANT CHIEF OF CEA

The appointment of Rodger R. Kauffman as assistant chief of the Commodity Exchange Administration, effective August 16, was announced by Secretary Wallace on August 15. The appointment fills the vacancy created August 1 by the promotion of J. M. Mehl, former assistant chief, to the position of chief of the bureau.

Mr. Kauffman has had 22 years of experience in the Government service, more than 13 years of which have been in the Department of Agriculture. For nearly 12 years he has been connected in various capacities with the Commodity Exchange Administration and its predecessor, the Grain Futures Administration.

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MILK PRODUCTION AND VALUE  
STATISTICS ISSUED BY AMS

Detailed annual figures on many phases of the Nation's farm dairy industry are presented in the recent publication of the AMS entitled "Farm Production and Income from Milk, by States, 1938-39." The data included in this report, prepared in the Division of Agricultural Statistics, should prove very useful to many people who wish to keep in touch with trends in the production, uses, and value of milk, the commodity which leads all others as a source of cash farm income.

Annual estimates are presented which show how much each State contributed to the nearly 109 billion pounds of milk and the 4.3 billion pounds of butterfat produced on farms in the United States last year, along with similar figures for the preceding year. Estimates of the number of milk cows on farms and the average annual production of milk and butterfat per milk cow are included for those who are interested in factors behind the milk production. State figures shown on the quantity of butter churned on farms indicate that although farm butter is relatively unimportant in commercial dairy areas, it is still a major dairy product in the South where the total is about twice the amount of creamery butter produced in the area.

Uses made of milk by the farmer are outlined in estimates of milk disposition which show that a little less than a fourth of the country's milk is used on farms where produced for household consumption or feeding and somewhat more than three-fourths is utilized in the milk, cream, and butter sold from farms.

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Very enthusiastic reports have been received from several of the statisticians of the Division of Agricultural Statistics who took the special statistical courses at Ames this summer. They feel that the investment of time and money was well worth while and that they learned a great deal about the newer statistical techniques that will be useful in their regular work. The courses will probably be repeated in 1941.

# OFFICIAL CLASSING OF COTTON REQUIRED UNDER COTTON LOAN

The seventh cotton loan under the AAA was announced by the U. S. Department of Agriculture on August 6. It is required that all loan cotton be classed by the Board of Cotton Examiners of the Agricultural Marketing Service. The AMS is much interested in this announcement, therefore, particularly in that portion contained in the paragraph here quoted:

"The requirement that all cotton eligible for loan must be classed by a Board of Cotton Examiners was made to assure the cotton producer of a uniform class on his cotton. This requirement should provide every producer with a reliable class on his cotton and this will be of value in negotiating the eventual sale of the cotton, or his equity in the cotton. The fee for classing will be 15 cents per bale as compared with an average fee of 25 cents per bale which farmers usually pay when their cotton is classed by individual licensed classers. Under the 1940 cotton loan program the class placed on the cotton by the Board of Cotton Examiners will be final. There will be no recourse for any deficiency against the producer for any alleged overclass and none against the Corporation on any alleged underclass."

For this purpose, boards will function at the following points:

Altus, Okla.	Raleigh, N. C.		
Atlanta, Ga.	Savannah, Ga.		
Austin, Tex.	Bakersfield, Calif.		
Birmingham, Ala.	Columbia, S. C.		
Charleston, S. C.	Jackson, Miss.		
Dallas, Tex.	Little Rock, Ark.		
El Paso, Tex.	Abilene, Tex.	(Temporary office)	
Houston, Tex.	Blytheville, Ark.	"	"
Galveston, Tex.	Greenwood, Miss.	"	"
Houston and Galveston to serve same territory.	Oklahoma City, Okla.	"	"
Lubbock, Tex.	Phoenix, Ariz.	"	"
Memphis, Tenn.	Shreveport, La.	"	"
Mobile, Ala.	Monroe, La.	"	"
New Orleans, La.	Texarkana, Tex.-Ark.	"	"

It is likely that loan cotton will be classed at another point in Louisiana that will shortly be selected.

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A processed food grading office was recently opened at Easton, Md., with C. E. Partridge in charge. It is expected that this office will remain in operation until approximately October 15.

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We are sincerely sorry for the typographical error that occurred in the lead article of the issue of The A. M. S. News of August 1. The date in the first line should have been July 29 instead of July 27 as printed.



## AMS CONTRIBUTES MATERIAL TO TEXTILE FIBER ATLAS

The July number of the Rayon Textile Monthly carries Part VI of the Textile Fiber Atlas, devoted to Cotton and Minor Seed Hairs. Some excellent photographs of cotton fibers are shown -- longitudinal views and cross-sections made in our laboratories -- together with measurements of samples, also furnished by the Agricultural Marketing Service.

The atlas is being prepared by Werner Von Bergen, director of Laboratories for Frostmann Woolen Company, where measurements and analyses for textile fibers other than cotton have been made. Measurements of cotton-fiber diameters are especially difficult, and this prompted Dr. Von Bergen to make use of the facilities and techniques developed in our laboratories for this purpose. In transmitting this section of the atlas for the attention of R. W. Webb, in charge of our cotton fiber, ginning, and spinning laboratories, Dr. Von Bergen says in acknowledgment of the cooperation received:

"As you can see in the cotton section, we made full use of the valuable help you gave us. The cotton section of the Department of Agriculture has proven once more that it can assist the textile industry with valuable data, which is always appreciated. Please express my thanks also to your staff who helped to compile these data."

The photomicrographs of cotton fibers used in Von Bergen's Textile Fiber Atlas were made in the Agricultural Marketing Service laboratories by T. L. W. Bailey, Jr., according to a special and very successful technique which has been worked out for sectioning and photographing this type of material. The technique used in our fiber laboratories for cutting cotton fibers preparatory to photographing is a modification and special adaptation with respect to cotton, of the method developed originally for making cross-sections of wool fibers by Dr. J. I. Hardy of the Bureau of Animal Industry in connection with his research work on wool breeding production and utilization problems.

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## COTTON LINTERS CLASSING SERVICE IS COMMENDED

The Board of Cotton Linters Examiners, Division of Cotton Marketing, is in receipt of a letter commending the linters classing service rendered by the AMS. The letter is from a licensed classer in Memphis, Tenn., who has shipped 50,000 bales of linters this season and has sampled, graded, and typed approximately 250,000 bales. He states that one Memphis firm shipped "approximately 60 carloads of Govt. 2 High and Govt. 2 linters during the months of June and July to the firms successful in securing the War Department awards for mattresses" and that "with your Department's cooperation in grading, we have not had a single bale rejected."

PATENT ISSUED TO  
BILLMAN, DEGROOT

A patent has been issued to Loyde M. Billman and Alfred E. DeGroot on a machine designed for use both in testing the maturity of canned corn and for the maturity of canned peas or fruits. So that the machine can be used for this dual purpose the inventors have made certain adjustments which make that possible. Mr. Billman is a member of the Washington staff of the Processed Food Standardization and Inspection Project of the Fruit and Vegetable Division; Mr. DeGroot, formerly connected with that staff, is at present working with the Naval Stores Section.

Inspection and standardization work in connection with processed foods necessitate the use of various mechanical instruments. The invention of Mr. Billman and Mr. DeGroot meets a real need in this connection. It has been assigned to the Secretary of Agriculture so that commercial firms may be licensed to manufacture the instrument and that the invention may be used by the Government without payment of royalties.

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Books on Marketing  
in the Library  
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American retail federation. Laws and ordinances regulating transient dealers and closing out sales. 40pp. Washington, D.C., 1939.  
286.2 Am33

Bretherton, Rachel. Market research sources, 1940. A guide to information on domestic marketing. 236pp. Washington, U.S. Govt. print. off., 1940. (U.S. Dept. of commerce. Bureau of foreign and domestic commerce. Domestic commerce series-110) 157.54  
D71 no.110

Italy. Istituto nazionale di economia agraria. Le condizioni economiche delle colture del limone e del bergamotto. 402pp. Roma, 1938. (Studi e monografie no. 24, pt. 4) 281.9 It1

An economic study of the costs and returns in connection with the production and marketing of lemons and bergamots.

Oklahoma. Agricultural and mechanical college. School of commerce. Market research service. Consumer shopping habits by income and occupational groups, by Perham C. Nahl...assisted by students in Retail business and Marketing research classes. 60pp., processed. Stillwater, 1940. (Market research study no. 3) 280.39  
Ok42 no. 3



MANUSCRIPTS TRANSMITTED  
FOR OFFICIAL PUBLICATION

The following manuscripts were recently submitted to the Division of Publications for printing:

A.M.S. Cotton Classing and Market News Services for Organized Groups of Growers. For Unnumbered publication.

(Bennett, Charles A., Stedronsky, Victor L. - A.C. & E.) and Martin, William J. - A.M.S.: Sources of Heat for Cotton Drying. For Circular.

Handbook for Cotton Classers.

S.R.A. 157: Regulations for Warehousemen Storing Sirups under the United States Warehouse Act.

S.R.A. 159: Regulations for Warehousemen Storing Cold-Pack Fruit.

ARTICLES EDITED FOR  
OUTSIDE PUBLICATION

The following articles were edited during July for use in proceedings or periodicals named:

Allen, L. N.: Discussion of the Federal Seed Act. Address, Florida Seedsmen's Association, Orlando, Fla., July 19, 1940.

Clay, M. J.: Peanut Market Firm Though Record Acreage of Peanuts Planted for All Purposes is in Unusually Good Condition. For The Peanut Journal Publishing Co., Suffolk, Va.

Fraser, W. O.: Standardization in Livestock and Meats and Meat Grading. Address. Restaurant Association of Maryland, Baltimore, Md., June 11, 1940. (And for Proceedings, or printed report of meeting.)

Hendricks, Walter A.: The Application of the Chi-Square and F Tests to Contingency Tables. For Jour. of the American Statistical Ass'n.

Meal, W. G.: Selling Eastern Shore Fruits and Vegetables. Address, Del-Mar-Va Fertilizer Ass'n. Ocean City, Md., June 29, 1940.

Wheeler, W. A.: Uniform Seed Legislation, Including Tentative Draft of a Suggested Uniform State Seed Law. Address, Convention of the American Seed Trade Association, Chicago, Ill., June 26, 1940. (And for publication by the Assoc.)

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CONNECTICUT CROP AND LIVESTOCK REVIEW, 1939, has been released by the Connecticut State Department of Agriculture, Bureau of Markets, as Bulletin No. 67. It was compiled in cooperation with the New England Crop Reporting Service, of which Chester D. Stevens, agricultural statistician of the Division of Agricultural Statistics, is in charge.

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INSTRUCTIONS, REGULATIONS, RULINGS  
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HOLIDAY COMPENSATION FOR PER DIEM, PER HOUR,  
AND PIECE-WORK EMPLOYEES

(Administrative Memorandum No. 200, Supplement No. 1, Signed by Mr. Hughes)

It has been determined by the Solicitor's Office as expressed in his opinion 2151, that WAE employees in this Department paid classified rates are not in any instance considered as regular employees of the Government, pursuant to the holiday compensation law of January 29, 1938, and therefore are not entitled to holiday compensation under this law. Based on a Comptroller General's decision (14 C.G. 818) the Solicitor has advised as follows:

"It is clear, therefore, that the holiday compensation statute is applicable only to the class of employees whose positions are not subject to the provisions of the Classification Act of 1923, as amended, particularly that group expressly excluded or exempted from the terms of the act by section 6 thereof, such as laborers, mechanics, etc. Where the Department, for administrative reasons, elects to pay an employee, whose position is subject to the Classification Act, on a per diem basis, such per diem rate will be 1/360 of the annual salary rate for the position, and where it further qualifies the appointment by the expression "WAE", the Department declares that the employee is not to be paid for any day on which he does not work, including Sundays and holidays. According to the decisions of the Comptroller General, the mere fact that such employee may work continuously, or even be eligible for leave under the \* \* \* uniform leave regulations, does not qualify him for holiday compensation under the statute in question. If the Department were to employ persons to fill classified positions at per diem rates, without the qualification "WAE", presumably such employees would receive pay for Sundays and holidays, since they would be regarded as regular employees receiving compensation on a daily basis for some administrative reason. However, it is understood that the Department makes no such appointments, since obviously no administrative convenience would be served thereby. So long, therefore, as the qualification "WAE" is placed in the appointment, such an employee must be regarded as other than a regular employee with compensation paid on a daily basis for the administrative reason that his services may not be required continuously, and such employee must be regarded as not affected by the holiday statute of June 29, 1938, supra."

Also, in accordance with the Solicitor's opinion, it must be held that "WAE" employees are entitled to the benefits of the Saturday four-hour law only when their appointments are permanent or indefinite and their service is continuous, not part-time or intermittent. Such persons, therefore, appointed for periods of six months or less, are not eligible for the benefits of the Saturday four-hour law. Accordingly, such



ineligible employees will be allowed only the per hour rate authorized in their appointment, based on the actual number of hours of duty performed on Saturdays. Likewise, these ineligible employees would not receive compensatory leave on some other day for overtime work performed in excess of four hours on Saturday but would be paid for those overtime hours performed on Saturdays at the hourly rate indicated in his appointment, but not to exceed the number of hours that would ordinarily constitute a day's work (seven or eight hours as the case may be).

#### PROCEDURE TO RECOGNIZE HOLDERS OF EXCEPTIONAL DRIVER'S RECORDS

In the development of the Department's Safety Program it is the desire to recognize and commend employees who hold exceptional driver's records. A survey is being made by the Personnel Section to determine just how many employees have achieved outstanding records.

The divisions of the Service are reporting to the Personnel Section the names of employees who have records of 50,000 and 100,000 miles of driving Government vehicles without being involved in accidents of any kind.

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#### DEPARTMENT'S RED CROSS HANDIWORK NOW ON VIEW

An exhibition of the Red Cross Unit of the Department is being held in the patio, Administration Building, from August 12 to 31, inclusive. The patio will remain open until 6 p.m. each work day except Saturday, when it will close at 2:30 p.m., and each Sunday, when it will be open from 9 a.m. to 6 p.m. Samples of all types of knitted and sewed garments made by Agriculture employees are on view.

As Agriculture was the first Federal Department to organize a unit and now has more than 900 volunteers, the Red Cross believes our work will be of interest to employees of other departments. To this end invitations to the exhibition have been sent to the employees of all the other Federal agencies in the District through their directors of personnel. Notices have also been furnished to the newspapers in order to give the exhibit as much publicity as possible.

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#### FIRST-AID INSTRUCTOR TRAINING COURSES TO BE HELD IN TENNESSEE, NEW JERSEY

The Safety Specialist of the Department has just advised that the American Red Cross will conduct First-Aid Instructor training courses at Memphis, Tenn., from September 9 to September 20, and at Jersey City and Newark, N. J., from October 21 to November 15.

Employees of this Service who are interested in these training courses may obtain information from Miss Mary P. Poston, American Red Cross, 307 Empire Building, Memphis, Tenn.; Ronald G. Davis, American Red Cross, 711 Bergen Avenue, Jersey City, N. J.; and Harold B. Nearman, American Red Cross, 343 High Street, Newark, N. J.

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REPORTS AND RELEASES  
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ADDRESS

A SIMPLE PHOTOMETRIC METHOD FOR DETERMINING THE PROTEIN CONTENT OF WHEAT FLOUR, an address by Dr. Lawrence Zeleny, associate grain technologist of the Grain and Seed Division, presented at the Annual Meeting of the American Association of Cereal Chemists, New York, N. Y., May 22, 1940.

MARKET SUMMARIES

REVIEW 1940 MARKETING SEASON ARIZONA CANTALOUPS, by Ralph G. Risser, Phoenix, Ariz.; Arizona Fruit and Vegetable Standardization Service, cooperating.

MARKETING ARKANSAS PEACHES, Brief Review of the 1940 Season, by R. E. Winfrey, Nashville, Ark.

MARKETING CALIFORNIA GRAPES, Summary of 1939 Season, by A. M. McDowell, Fresno, Calif.; California Department of Agriculture, Market News Service, cooperating.

MARKETING COLORADO ONIONS, Summary of 1939-40 Season, by Bryce Morris, Denver, Colo.

MARKETING COLORADO-NEBRASKA-WYOMING POTATOES, Summary of 1938-39 Crops, by Bryce Morris, Denver, Colo.

MARKETING FLORIDA AND GEORGIA WATERMELONS, Summary of 1940 Season, by R. Maynard Peterson, Macon, Ga.

MARKETING THE MICHIGAN ONION CROP, Brief Review of the 1939-40 Season, by R. E. Keller, Benton Harbor, Mich.; Michigan Department of Agriculture, Bureau of Foods and Standards, cooperating.

MARKETING THE MICHIGAN POTATO CROP, Brief Review of the 1939-40 Season, by R. E. Keller, Benton Harbor, Mich.; Michigan Department of Agriculture, Bureau of Foods and Standards, cooperating.

BRIEF REVIEW OF THE 1940 WATERMELON SEASON, by J. B. Owens, Allendale, S. C.; Clemson College Extension Service, Division of Markets, cooperating.

PRESS RELEASES

FARM PRODUCTS PRICES HOLD TO MID-JUNE LEVEL. (July 29.)  
QUALITY OF 1940 GRAIN CROPS RUNNING HIGHER THAN IN 1939. (Aug. 9.)



FASTER BURLEY MARKET REPORTS.  
NEW LABELS ON VEGETABLE SEED.  
FEWER TURKEYS RAISED IN 1940.

RELEASED TO EXTENSION EDITORS

TO SPEED DELIVERY OF MARKET REPORTS ON BURLEY SALES. (To editors in Kentucky, Ohio, Indiana, and Missouri.)

REPORTS

FARM PRODUCTION, FARM DISPOSITION, AND VALUE OF SOYBEANS AND COWPEAS, 1924-1936. By States. This is one of a number of reports giving a historical series covering the farm disposition of crops. The tables show estimates of the disposition of the soybeans which were harvested for beans and the cowpeas which were harvested for peas. The series for these crops are for the years 1924 to 1936. Estimates of production of soybeans and cowpeas are not available, however, for the earlier years. The data in this report are on a crop-year basis and relate to disposition on the farms where produced. The first 3 pages are devoted to a discussion of the basic information and statistical procedure.

FARM PRODUCTION, FARM DISPOSITION, AND VALUE OF POTATOES, CROP YEARS 1937-1939, BY STATES. This is a supplement to a similar report on Principal Field Crops, issued in April 1940:

A NEW TECHNIQUE FOR THE ESTIMATION OF CHANGES IN FARM EMPLOYMENT. This is Number 1 of a series of Analyses of Sample Farm Data. The report, by A. R. Sabin, associate agricultural statistician of the Agricultural Marketing Service, gives the results of an investigation to determine more exactly the nature of the voluntary sample of employment conditions on farms of regular crop correspondents of the Agricultural Marketing Service. A basis for improving quantitative estimates of employment based on that voluntary sample was developed from this investigation. Analysis of the basic data, made possible by this study, uncovered a method for stratifying and weighting the sample which overcame many previous difficulties. The new method was thoroughly tested during the study, and the feasibility of using a voluntary sample in estimating employment was demonstrated.

This study was undertaken in October 1938 with the assistance of the Works Progress Administration of New York City (now Work Projects Administration) and was completed in July 1939. The work was done under the general supervision of C. F. Sarle, principal economist, and R. F. Hale, senior statistician. Glenn D. Simpson, associate statistician, was largely responsible for the smooth operation of the administrative details of the project. C. B. Lawrence, Jr., coordinator of statistical projects, of the Work Projects Administration, furnished many helpful suggestions and criticisms.

TRUCK RECEIPTS OF FRESH FRUITS AND VEGETABLES AT 13 IMPORTANT MARKETS for the Calendar Years 1939 and 1938, Stated in Carlot Equivalents by Months for 1939 and Total for 1939 and 1938. The truck receipts

of fresh fruits and vegetables published in this pamphlet are based upon the best available information compiled from daily records obtained during the periods named. Except as noted they cover practically all the receipts by truck at both the wholesale and the farmers' markets in each of the following cities: Atlanta; Boston; Chicago; Kansas City; Los Angeles; Milwaukee; New Orleans; New York; Philadelphia; Pittsburgh; St. Louis; San Francisco; Washington.

COMMERCIAL FERTILIZER USED ON COTTON, CROP YEARS 1922-1939, BY STATES. For the convenience of those interested in the information collected by the Crop Reporting Board on the subject of fertilizer used on cotton, comparable figures by States and for the United States are assembled in this report for the entire period during which this information has been collected. The data represent calculations based upon the Crop Reporting Board's estimate of acreage of cotton in cultivation on July 1 and reported percentages of cotton acreage fertilized, the quantity of fertilizer applied per acre, and the average price paid for fertilizer per ton as reported by cotton growers. The averages of the replies to the "judgment" inquiries made each year have been used to develop series of quantities and values, which it is believed reflect the annual variations.

COMMERCIAL FERTILIZER USED ON COTTON - 10 YEAR (1929-38) AVERAGE 1939 AND 1940. This is an annual report and contains tables relating to the percentages of cotton acreage fertilized, the amount applied per acre, and the average price per ton. The data were furnished by cotton growers who serve as crop correspondents.

SPINNING AND FIBER PROPERTIES OF PIMA, SxP AND A PIMA-SxP BACK-CROSS. by Malcolm E. Campbell and Enoch Karrer, senior cotton technologists, and John M. Cook, associate cotton technologist, Division of Cotton Marketing. This 13-page multilith report, containing text and six tables, was prepared by the AMS and the Bureau of Plant Industry in cooperation with the Clemson Agricultural College.

### STANDARDS

U. S. STANDARDS FOR WINTER PEARS. such as Anjou, Bosc, Winter Nelis, Comice, and other similar varieties. These standards, which became effective July 8, 1940, are defined in a mimeographed pamphlet, now available.

U. S. STANDARDS FOR SUMMER AND FALL PEARS, such as Barlett, Hardy, and other similar varieties. These standards became effective June 27, 1940. They are defined in a mimeographed pamphlet, just released.



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HERE AND THERE  
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Francis G. Robb, Fruit and Vegetable Division, is in Pittsburgh, Pa., (August 14 and 15), attending the annual meeting of the International Apple Association. Mr. Robb will participate in the discussions concerning the work of the Fruit and Vegetable Division as it relates to the administration of the Export Apple and Pear Act.

Dr. Errett Wallace, senior plant pathologist of the Insecticide Division, visited Salisbury and Snow Hill, Md., and Haddon Heights, N. J., from July 29 to August 1 to observe the results of field tests with commercial fungicides in connection with the enforcement of the Insecticide Act. These tests are conducted under the immediate direction of D. P. Perry, plant pathologist of the Division, whose station is Haddon Heights, N. J.

The season is not yet sufficiently advanced to determine how effective the preparations undergoing tests will be in controlling the diseases for which they are recommended, but in some cases very marked injury to the fruit and foliage has occurred, which, under the terms of the law, constitutes adulteration, and the manufacturers of the products are liable to prosecution.

Hugh W. Taylor, Tobacco Division, visited a number of points in North Carolina and South Carolina during the first two weeks of August for the purpose of interviewing Extension officials and district supervisors of vocational education in regard to the demonstration of tobacco grades and sorting methods. Three group meetings with agricultural teachers were held at which a large number of farm demonstrations were arranged.

Rodney Whitaker of the Division of Cotton Marketing left Washington on August 11 for Clemson, S. C., and other points in the Cotton Belt. He will interview personnel in the principal field offices of the Division in connection with a study of comparative office methods and procedures.

Glenn G. Bierman was appointed as junior marketing specialist on August 1 and reported for duty at the Cincinnati office of the Packers and Stockyards Division.

William E. Lewis, Fruit and Vegetable Division, will attend the Seventh Annual Citrus Growers' Institute, to be held at Camp McQuarrie, Fla., August 26-29. He is on the program on the 29th to present an address entitled, "U. S. Standards for Citrus Fruits with Special Reference to Internal Quality." While in the field Mr. Lewis will interview representatives of growers and shippers and discuss in detail with them possible revisions in our grades.

R. C. Soxman, Division of Cotton Marketing, is now on a field trip through Texas and other cotton-producing States for the purpose of conducting special studies of methods of marketing cotton by growers. It is expected that this work will require that he remain in the field during the month of August.

Fred Taylor will return to the Washington office of the Division of Cotton Marketing about August 17. He has been on an extended field trip through the cotton mill centers of the Northeast, where he has been making a study of the quality of cotton consumed by domestic mills.

Meade T. Foster, Livestock, Meats, and Wool Division, spent the week of August 10 in West Virginia, supervising lamb grading at a number of cooperative and auction sales. The lambs are graded according to Federal standards by graders of the State Department of Agriculture.

H. C. Gibbs, Packers and Stockyards Division, left Washington August 4 for a 2 weeks' trip to visit the markets at Chicago, Peoria, National Stockyards, and Springfield, Ill., Milwaukee, Wis., and St. Louis, Mo. He is conferring with division employees, members of the trade, and others in the interest of the enforcement of the Packers and Stockyards Act.

Russell S. Smith, associate marketing specialist of the Portland, Oreg., office of the Division of Dairy and Poultry Products, attended the Tillamook County Fair held at Tillamook, Oreg., August 14, and judged the cheese that was exhibited.

W. W. Copithorn, Emmett C. Hanson, D. I. McGehee, and Benjamin Pearlstein of the Division of Cotton Marketing have been assigned to temporary duty in the field. They will assist chairmen of various temporary boards of cotton examiners that will be engaged in classing 1940-41 Government loan cotton.

Lloyd B. Burk, Livestock, Meats, and Wool Division, left Washington on August 11 for points in New Mexico, Mississippi, Virginia, and West Virginia to conduct livestock grading demonstrations and discuss the marketing of livestock, according to the U.S. standards, with producers, extension workers, college officials, and others. He will return about Oct. 20.

R. L. Cottingham, accountant in the Packers and Stockyards Division, was transferred from Chicago to St. Paul, and A. E. Warner, accountant, from Chicago to Cincinnati, effective August 1.

R. J. Cheatham, chief of the Cotton Processing Division, Southern Regional Research Laboratory, and five members of his staff will move to their new location in New Orleans on September 1. Mr. Cheatham will direct research involving the processing and utilization of cotton lint, including work on developing new and improved manufacturing processes and yarns, fabrics, and other products composed wholly or in part of cotton.

The other members of the staff who will move to New Orleans are: John J. Brown, A. Mason DuPrè, Jr., Robert B. Evans, Rose F. Monachino, and Edna E. Poulsen. Mr. Cheatham and these assistants will be remembered as former members of the Division of Cotton Marketing.

The stockyards located at Maysville and Falmouth, Ky., and Parkersburg, Spencer, and Weston, W. Va., were recently transferred from the Cincinnati district to the Indianapolis district, and Fort Wayne, Ind., was transferred from the Indianapolis district to the Cincinnati district.



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18 Aug 8

# The News

ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D.C.

September 3, 1940

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Vol. 3 No. 5  
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WALLACE'S RESIGNATION ACCEPTED; 4 J WASHINGTON D C  
WICKARD NOMINATED AS SECRETARY

Announcement made August 19 that the President had accepted the resignation of Secretary Wallace was received with feelings of regret by Department workers at the loss of a very able and friendly leader. Secretary Wallace will leave the Cabinet on September 5.

Announcement of the nomination of Claude R. Wickard as Secretary of Agriculture and of Paul H. Appleby to the Under Secretaryship followed immediately the news of Mr. Wallace's resignation.

## Claude R. Wickard truly "dirt" farmer

Claude R. Wickard, appointed Under Secretary of Agriculture by the President, February 1, has a background which includes nearly a quarter of a century of active farm operation, a technical training in agriculture, and 6½ years of administrative work in the Agricultural Adjustment Administration.

Mr. Wickard was born February 28, 1893, on a Carroll County, Indiana, farm that has been in the Wickard family since the 1840's. With the assistance of his father, Mr. Wickard continues to operate the same farm on a general grain and livestock basis. It is located near Camden, Ind., and now consists of 380 acres.

In 1927, in recognition of his work as a farm leader and the improved methods of farm operation which he practiced, the midwestern farm magazine, The Prairie Farmer, named Mr. Wickard as a Master Farmer of Indiana. Mr. Wickard pioneered in the use of soil-building practices on his farm and received gold medals and other State-wide recognition for his success in increasing crop yields and hog production.

In 1932, Mr. Wickard was elected to the Indiana Senate from the Carroll, Clinton, and White County district, a position from which he resigned in 1934 upon beginning work with the Agricultural Adjustment Administration. In the AAA he held successively the positions of assistant chief and chief of the corn-hog section and assistant director and director of the north central division of the agricultural conservation program. As director Mr. Wickard has stressed farmer administration of the AAA, and has been chiefly responsible for developing the effective farmer committeemen set-up that now exists in the Corn Belt.

Paul H. Appleby, editor and publisher

Paul H. Appleby, who August 19 was nominated Under Secretary of Agriculture, has been Assistant to the Secretary of Agriculture since Mr. Wallace took office in March 1933. Before coming to Washington, Mr. Appleby had been an editor, editorial writer, and publisher, and his work had directly touched many phases of agriculture.

As Assistant to the Secretary, Mr. Appleby has been in close contact with both the research and action programs of the Department. He has taken a leading part in developing the plans which during the past 7 years have reshaped the Department of Agriculture to meet expanding needs. These shifts have been in the direction of carrying research into action.

Mr. Appleby was born September 13, 1891, in Greene County, Missouri. Upon being graduated from Grinnell College, at Grinnell, Iowa, in 1913, he went into newspaper work, publishing and editing county newspapers in the States of Montana, Minnesota, and Iowa.

Secretary Wallace Commends Spirit  
with Which Staff Met Responsibilities

Following the announcement that the President had accepted his resignation from the Cabinet, Secretary Wallace issued a statement to employees of the Department from which the following is quoted:

"In leaving the Department, my mind turns to the time when my father came here in 1921 as Secretary. He believed, with some others, then as now, that Government workers were clock-watchers and chair-warmers.

"His opinion changed. He told me he found clear-thinking workers, loyal, deeply devoted to their duties. They were efficient, with a well developed sense of their responsibilities as public servants to agriculture and the general welfare.

"While I had the benefit of his change of mind and I had long been familiar with the Department's work in the field and in Washington before becoming Secretary in 1933, I too have had my eyes opened wider to the caliber of the Department's staff of men and women.

"I leave with an abiding respect for the Department's workers at all levels, with admiration for their experience, ability, and honesty. Leave-taking, after these years in which the Department has risen ably to challenge after challenge to the Nation and its agriculture, is no light and easy matter for me."

After relating the "tragic" conditions of farmers when he became Secretary, and stressing the big job of administering new laws designed to improve American agriculture, Secretary Wallace continues:



"The Department's folks met their new responsibilities without flinching at the size of the job, without waste and confusion. To serve the farmers of America, to assist them by extending them the hand of Government cooperation, and to do it with speed, understanding, and with good order and honesty, became the objective for which all of you worked hard. Working overtime, giving up holidays, you made sacrifices of the kind that are never headlined.

"During my years with you the Department has broadened its services to the public, and especially for the farmer -- and in the world in which we now live, it is clear that there are many problems, some not yet apparent, that remain and which will call for timely action. \* \* \*

"Now that the Nation must direct much of its energy to defense, the Department has additional problems to meet. Not only is it contributing to military defense through its laboratories and services -- it has a national responsibility to assist the Nation's agriculture to prepare for a variety of serious results growing out of the war.

"Changes which we are undergoing in the world of today point to several significant needs in the Department of tomorrow. It will need far more, not less science. It will need more quickly than ever before to identify and classify changes in the world affecting this country and its agriculture -- and to respond with plans, programs of action, and skillful administration and management. Democracy, to survive, must have its ablest people, clothed with adequate authority, to meet promptly and intelligently new forces set in motion by the totalitarian governments with their extreme centralization, their opportunism, and their capacity for mobilizing manpower and technology.

"As we face forward in this uncertain period, the workers of the Department will need to be flexible in their outlook. With that flexibility it is vital to remember that there are certain eternal verities and these must be reconciled with the tremendous changes that are certain to come.

"I am confident that the Department and all its workers -- the administrators, the scientific workers, and rank and file of employees, who have all given their best while I have been in the Department -- can respond to the new needs with the same earnest concern for agriculture and the general welfare that has marked your efforts during my period with you."

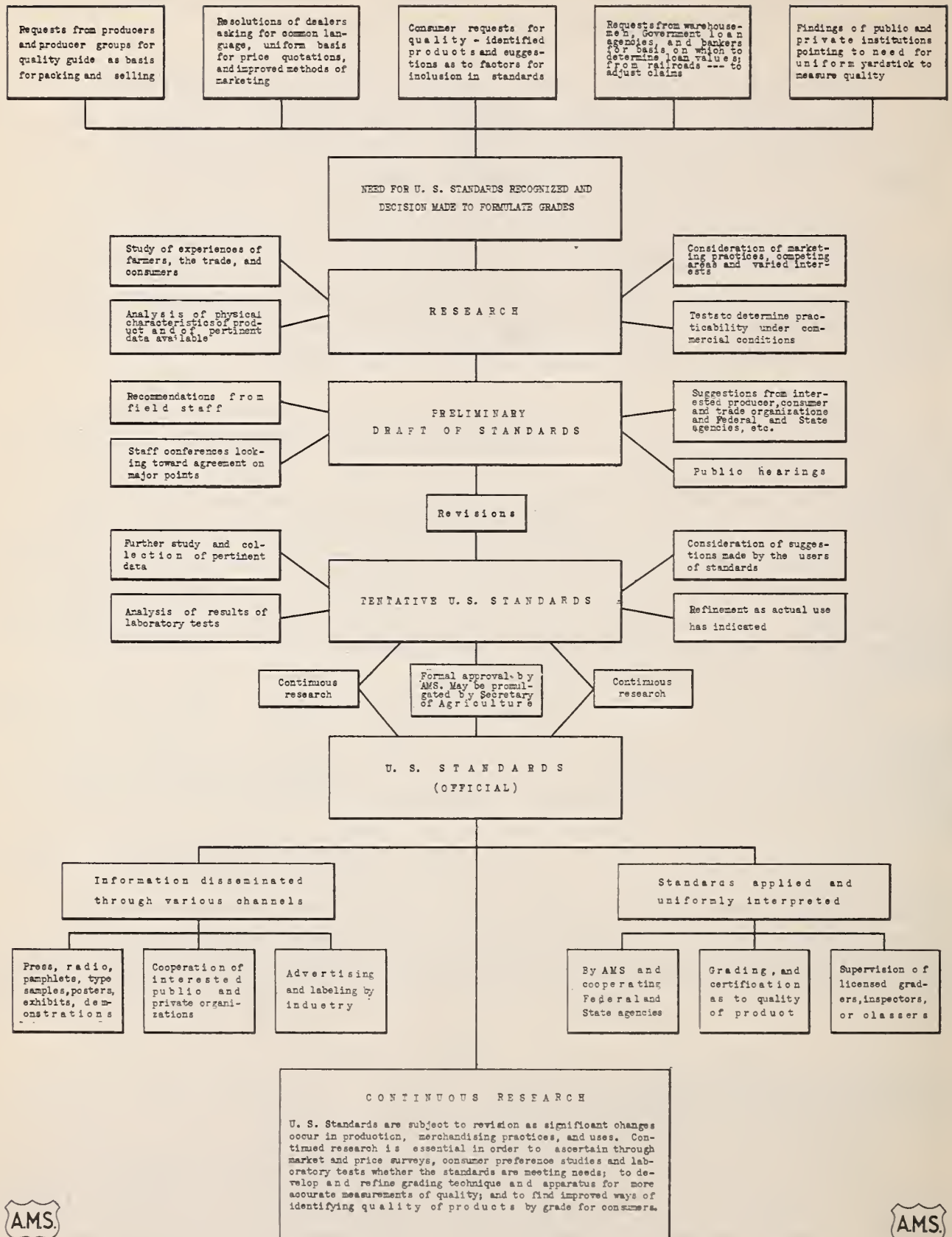
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#### CHART SHOWS STEPS IN SETTING UP FARM PRODUCTS QUALITY STANDARDS

The "flow chart" on the next page which shows the steps in setting up quality standards for farm products, was prepared in the Marketing Information Section at the request of the temporary National Economic Committee for use in a study of consumer standards. Expressions of approval by standardization specialists indicate that they regard it highly; therefore it has been multilithed for general use among the staff and for answering outside requests. It will have particular value to field workers when explaining the extreme care that is taken by this Service before establishing quality standards.

**U.S. DEPARTMENT OF AGRICULTURE  
AGRICULTURAL MARKETING SERVICE**

**Steps in Setting Up Quality Standards  
for Farm Products**





## LET'S GET BETTER ACQUAINTED

The work of the division leaders whose photographs appear on page 6 of this issue of The A. M. S. News -- Dr. F. W. Miller and W. O. Fraser -- may be said to be somewhat related, in that each division is concerned with livestock and meats. Packers and Stockyards functions largely as a regulatory agency and the Livestock, Meats, and Wool Division largely as a service agency. Mr. Fraser's division, of course, also is concerned with wool.

Dr. F. W. Miller

Dr. Miller has been connected with the Department of Agriculture for 32 years. He served for 13 years in the Bureau of Animal Industry in the capacity of inspector in charge, traveling inspector, and assistant inspector in charge at Chicago, Ill.

Upon entering the employ of the Packers and Stockyards Administration in November 1921 he performed service as district supervisor at Chicago, Saint Paul, and Kansas City; subsequently he was appointed division supervisor at Kansas City, having jurisdiction over the markets in Minnesota, South Dakota, Nebraska, Missouri, Kansas, Oklahoma, and Texas. In October 1925, he was transferred in to Washington from the field and appointed assistant chief of the Administration and in addition he assumed charge of the work of the Trade Practice Division. When the administration of the Packers and Stockyards Act was transferred from BAI in the departmental reorganization in October 1938, Dr. Miller was placed in charge of the Packers and Stockyards Division in the Agricultural Marketing Service.

Dr. Miller was born in Pottawatomie County, Iowa, on August 12, 1886, and lived on an Iowa farm for some time. He was graduated from the St. Joseph Veterinary College in 1908.

W. O. Fraser

Mr. Fraser took over the direction of the Livestock, Meats, and Wool Division as recently as July 1, last. He had been a member of the Department of Agriculture, however, for approximately 16 years, during most of which time he served the Division he now heads.

Mr. Fraser entered as a meat market reporter in October 1924. For several years he was in charge of the market news offices in Boston, Mass., and Des Moines, Iowa, and assistant in charge of the Division's branch office at Chicago, Ill. In January 1934 he transferred to the Agricultural Adjustment Administration, where he served in an administrative capacity for 3½ years. He returned to the Division in April 1937 in the capacity of associate chief.

Mr. Fraser was born on a farm near East Liverpool, Ohio, on October 31, 1898. He was graduated from Iowa State College in 1923.



F. W. MILLER,  
IN CHARGE,  
PACKERS AND STOCKYARDS  
DIVISION.



W. O. FRASER,  
IN CHARGE,  
LIVESTOCK, MEATS, AND WOOL  
DIVISION.



NAME "AFFIDAVIT GRIMM ALFALFA" NOT  
PERMITTED ON SEED BAGS UNDER ACT

The use of the name "Affidavit Grimm Alfalfa" on bags, or on tags attached to bags, of seed shipped in interstate commerce is not permitted by the Federal Seed Act, the AMS recently announced. The word "affidavit," it was pointed out, is not a part of the name of the kind, type, or variety which is required to be stated on the label.

"Affidavit Grimm" in quotations, on invoices, and in advertising matter has in the past tended to deceive buyers of alfalfa seed. Whether the use of the term in advertising in interstate commerce is a violation of the Federal Seed Act is a matter for the courts to decide. It is the opinion among our staff, however, that the term should not be used because of its abuse in the past.

A grower's declaration of variety as provided for in the regulations under the Federal Seed Act serves the same purpose as a grower's affidavit. This applies to other varieties of seed as well as to "Grimm Alfalfa." A grower should not be urged to sign a grower's declaration as to variety, seed officials say, unless he has the knowledge or records to justify such action.

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TOBACCO INSPECTOR PERFORMS OFFICIAL  
TRAVEL IN TEETH OF SOUTHERN STORM

First-hand account of the recent severe storm in the South comes from J. F. Hart, associate tobacco inspector of Kentucky, who wrote Hugh W. Taylor of the Tobacco Division from Live Oak, Fla., August 14, in part as follows:

"I was enjoying the drive when all at once it began to rain and blow and I realized I was in the storm. It was near Walterboro and west of Charleston (S. C.). That was the path of the severe part of it. Trees were falling and you could hardly keep a car on the road. I made it to the hotel. A short time after I was inside the plate windows and the front door blew in. A few people were cut but everyone was fortunate. I never did get out to get my bags out of the car so I slept in my clothes. The storm blew out in the night and at 5.00 a.m. I started on to Savannah. In one place swamp water was over the pike for a half a mile and rising fast. I got through but several cars did not.

"I went through Savannah and the town was badly damaged. Trees down, windows blown out, frame buildings down, several hundred yards of shipping sheds blown away. I saw one brick building blown in. I had breakfast and went on. Road was full of trees \* \* \*.

"I arrived in Live Oak about 2.00 p.m. \* \* \* Today I have put out about a thousand price sheets and explained them. I find the growers anxious to learn -- in fact the best feeling I have ever seen on a market. I am glad I came here. The work was needed and I have gotten results."

SOME FACTS ABOUT NAVAL STORES -- NEW  
PRODUCTS WITH WHICH AMS IS CONCERNED

The staff probably has first-hand acquaintance with all, or nearly all, of the agricultural products for which standards have been established and to protect the marketing processes of which the AMS administers certain regulatory laws. In taking over on June 30 the administration of the Naval Stores Act, however, we acquired an entirely new line of standardization and regulatory work on products with which most of us are not so familiar.

For the enlightenment of our readers we will carry in the next few numbers of The A. M. S. News a series of three articles prepared by V. E. Grotlisch, in charge of the Naval Stores Section, describing what "naval stores" are, how they are obtained, and how the work under the Naval Stores Act fits in with the AMS program.

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To begin with, it should be pointed out that naval stores today have little or nothing to do with the Navy, although this was not always the case. The term now comprises certain products of a chemical nature that are derived from pine trees. Chief among these are spirits of turpentine of various kinds, usually called "turpentine" for short, and rosin, the products covered by the Naval Stores Act. Among other naval stores items are pine oil, pine tar, and pine pitch. Most of these articles were important items carried among the stores or supplies of the old wooden sailing vessels of bygone days, which explains how our present-day products got their peculiar trade name.

Ancient historical records indicate that the natives of Asia Minor manufactured oils and pitches from the gum or resin of coniferous trees growing along the shores of the eastern Mediterranean Ocean many centuries before the beginning of the Christian era. In those early days the gum was put in large pots with water and cooked down, the vapors being collected in fleecy sheep skins stretched on sticks laid over the pots to catch the rising vapor or oily distillate. The oil was recovered by wringing out the fleeces from time to time.

"Spirits of Turpentine"

Later records of Old England indicate that production of these materials constituted one of the earliest agricultural pursuits of the New World Colonies. The "Booke of the Commodities of Virginia," an early 17th century publication held in the Public Record Office at London, mentions "Harde pitche," "Tarre," "Turpentyne," and "Rozen." The crude gum was gathered from the pines of Virginia and North Carolina, placed in clumsy iron retorts and boiled. The volatile portion was "spirits of turpentine," and the residual pitchy mass remaining in the still was strained and used for caulking the seams of wooden ships. The wood naval stores industry, in which these products are recovered from old pitchy stumps and knots left from lumbering operations, is of much later development, going back only to the early part of the present century. The gum naval stores industry remains the more important supplier of turpentine and rosin.



The southern longleaf pine tree and its near relation, the slash pine, comprising the pine forests of the South Atlantic and Gulf States, are the most important sources of the world's supply of turpentine and rosin. These trees have a peculiar structure, containing tiny tubes or resin ducts throughout the living cells or sapwood layer surrounding the central or heartwood core of the tree. When the tree is wounded or chipped, these ducts become active, and exude drops of a pale yellow sticky fluid which is the gum or oleoresin from which the turpentine and rosin are produced. This exuded gum or oleoresin provides a waterproof covering for the exposed wound, in order to protect the living, growing wood cells from insects and the ravages of weather and fungi.

### Collecting the Gum

This systematic wounding of the tree is called "chipping," and the V-shaped wound resulting from the cutting or chipping forms a "streak." The tool used for chipping is called a "hack." The regular chipping or incision of streaks, one above the other, cut in the tree weekly throughout the spring, summer, and fall results in an exposed flat wound in the sapwood called a "face." Below the first streak of the season, that is, at the bottom of the face, is hung a cup in which the exuded gum collects. The accumulated gum is gathered or dipped from the cups into buckets about once every 3 or 4 weeks, emptied into barrels with removable heads, and is hauled to the still.

The gum or oleoresin is only an intermediate product, which must be subjected to a process of distillation, in the presence of water, by which the spirits of turpentine is removed by volatilization, at temperatures varying from 210° F. at the beginning of a distillation or "charge," up to about 315° F. at the end. This distillation process is carried out in large copper kettles or stills, set in a brick furnace. From 8 to 12 barrels of gum constitute a charge. The vapors are conducted through a gooseneck cap into a large condensing worm set in a huge tub of water. The condensed distillate consisting of turpentine and water flows in a stream from the worm into a "separator," where the two liquids, which are not capable of being mixed, separate into two distinct layers, the turpentine coming to the top, since it is lighter than the water. After separation, the turpentine is barreled for transportation to the market, or put into storage tanks for later shipment in tank cars. This kind of turpentine is known as "Gum Spirits of Turpentine."

The hot molten mass remaining in the still is rosin, but it also contains all the chips, pine straw, cones, dirt, and insects that find their way into the cups. The rosin is drawn from the still and allowed to pass through a battery of wire screen strainers, on the lowest of which is spread a layer of specially made cotton batting, which filters out the dirt and trash. From this strainer the molten rosin drops into a long trough or vat, set about halfway into the ground. When the rosin is all drawn from the still and passed through the strainers they are removed, and after a cooling-off period the rosin, while still hot and molten, is drawn or dipped into wooden barrels or metal drums, holding from 400 to 550 pounds, or into 4-ply paper sacks filled so as to hold exactly 100 pounds. The rosin made by this process from the crude gum or oleoresin is known as "gum rosin."

The trees of the "piney woods," tapped by the southern turpentine "operator," for the most part spring up from self-sown, wind-blown seed and are allowed to grow with little or no care. However, more and more trees are being planted to reforest cut-over or burned-over forest land, or poor and worked-out farm land not fit for other agricultural production. During the past few years, many million young pine seedlings have been grown in the nurseries of the State Forestry Departments of a number of the turpentine producing States, and sold to farmers and land owners for planting on their idle acres. Thus, these trees are actually being planted and grown as a crop, albeit one from which the next generation will derive most of the benefits. It takes about 15 to 20 years for a young pine forest to start yielding returns from thinnings, such as poles and wood for paper pulp, and about 25 years to get turpentine operations on a paying basis.

### Pine Forests Not the Only Source

The pine forests are by no means the only source of naval stores. The gum products constitute only about 65 percent of our annual production. The balance is supplied by what is known as the wood naval stores industry. Here there are three subdivisions, known as the steam-solvent group, the destructive distillation group, and the sulphate group, the first being of greatest importance.

As previously pointed out, the raw material used by the steam-solvent and destructive distillation groups, consists of "lightwood" knots from felled trees and old resinous pine stumps. "Lightwood" is so called because a stick of such wood, because of its high resin content, can easily be kindled with a match and continues to burn with a bright, smoky flame, even in high wind or rain, thus often serving as a torch in the woods at night. It is often heavy enough to sink in water. The pine stump, when the tree is first felled, contains only a small quantity of resin, made up of spirits of turpentine and rosin. After exposure of the stump to the elements for 10 years or so, this resin content undergoes a very material increase, with a corresponding increase in the weight of the wood. Stumpwood weighing 3,500 pounds per cord is not unusual. A new product, pine oil, of which not more than traces are present in the standing tree or fresh stump, is also developed in the ageing process.

### The Steaming Process

The stumps and knots, on arrival at the plant, first undergo a grinding and shredding operation by which the wood is reduced to slivers about like match sticks. This is done in a machine called a "hog." About 10 tons of the shredded wood is loaded into an immense retort, some 30 to 40 feet high, and 10 feet in diameter, and after the top and bottom heads are securely bolted down, live steam is turned into the retort. The steam releases from the wood and carries out with it the turpentine and pine oil, which on being condensed separate from the water, just as in the gum distillation. This initial distillate, after settling and washing, is redistilled, thereby separating the turpentine from the pine oil. These products are known, respectively, as "steam-distilled wood turpentine" and "steam-distilled pine oil."



At the end of the steaming process, when the turpentine and pine oil are removed from the wood, hot gasoline is pumped through the retort. This dissolves out the resin remaining in the wood, along with coloring matter, called "nigger." The gasoline solution is settled and washed with water to remove the "nigger," and then subjected to a distillation process, at reduced pressure, to recover the gasoline. The residue remaining is a hot molten mass of dark red rosin, known in the trade as FF wood rosin. From this dark colored rosin, by suitable refining processes, more of the nonresinous color bodies from the wood can be removed, so that, depending on the extent of refining, pale yellow wood rosins are obtained, equal in color to the highest grades obtained from the pine gum from the living trees. These, with the ordinary dark red FF grade, are the wood rosins of commerce. The spent wood from the retorts is used as fuel to generate the immense quantities of steam required in the process, or may be converted into a highly efficient insulating board used in the walls of refrigerator cars and refrigerators, or as sound-absorbing wall coverings for radio broadcasting studios and large offices.

### Destructive Distillation Process

In the destructive distillation process, the knots and stumpwood is cut and split to coardwood size, loaded onto small open flat cars, and run into immense horizontal retorts or kilns. After the doors of the kiln are swung shut and securely bolted, the wood is subjected to a baking or carbonization process under dry heat supplied by circulating through and around the retort the hot gasses from fires built in the furnace connected with the kiln. This baking process lasts from 24 to 48 hours, during which the volatile oils, that is, the turpentine and pine oils, are driven off and recovered by condensation. The resinous constituents of the wood are broken down into pine tar and tar oils, also recovered by condensation. At the end of the run, there is left in the bottom of the retort a heavy black liquid which congeals, on cooling, to a soft solid called pine-tar pitch, while the cellular part or skeleton of the wood remains on the cars as charcoal. When the cars laden with charcoal are drawn from the retort, they must be run immediately into cooling chambers, where the charcoal is allowed to cool off slowly in the presence of steam. Otherwise, it would quickly catch fire and burn up if allowed to remain exposed to the air while at such a high temperature. Here, too, the crude turpentine and pine oils must be freed from excess acidity by treatment with chemicals, after which they are also separated and brought to marketable condition by further redistillation. The refined products are known as "destructively distilled wood turpentine" and "destructively distilled pine oil."

Lastly, turpentine is recovered as a byproduct in the manufacture of paper by what is known as the sulphate process. Freshly cut pine wood from small trees cut down to thin out dense stands of young timber is the raw material in this case. After the wood is freed from the bark, it is ground, and then cooked in large digesters with chemicals, to reduce the woody fibers to pulp or cellulose. The vapors released from the digesters carry the volatile oils present in the wood. These vapors are condensed to a dark, foul-smelling crude distillate, the offensive odor being due to the presence of sulphur compounds generated by the action of the

chemicals used in the digestion process on the constituents of the wood. Most of these can be removed by suitable refining treatments, and after redistillation, a kind of spirits of turpentine is obtained, having a peculiar characteristic odor, which to some people is rather disagreeable and unpleasant. This fourth kind of turpentine is known as "sulphate wood turpentine." The rosin in the wood is converted into a dark brown soap which remains in solution in the digester liquors. After evaporation and chemical treatment with sulphuric acid, a dark, brown pasty mixture of resinous and fatty acid constituents can be recovered. This is known as "tallöl," sometimes described erroneously as liquid rosin. "Tallöl" is a sort of misnomer. Such product was first recovered in Swedish paper mills, and the word, translated literally into English, means pine oil, but it is not at all like the material so designated that is recovered in the steam-solvent or destructive distillation processes. This resinous product finds use in insecticides, sheep dips, and in cheap adhesive and insulating compositions.

This ends the story of what is meant by the term "naval stores" and how they are produced. Later, we shall discuss the uses of turpentine and rosin, and how they are graded and evaluated under the provisions of the Naval Stores Act. In addition to the Agricultural Marketing Service, both the Forest Service and the Bureau of Agricultural Chemistry and Engineering of the Department of Agriculture are interested in this industry, the former by telling the farmer how to grow and tend his trees and how to work them to best advantage in the production of gum spirits of turpentine and rosin, and the latter in developing new and improved methods of converting the gum into the finished products and, by chemical research, learning more about their composition and the chemical constitution of their components. Such knowledge is then put to use in developing better methods of converting turpentine and rosin into new and useful products.

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#### SOYBEAN STANDARDS PROMULGATED UNDER U. S. GRAIN STANDARDS ACT

The Department announced August 21 that the official standards for soybeans which will become effective next November 20 are basically the same as those now in effect on a voluntary basis. The grade specifications remain unchanged. Officials of the AMS expect the transition from the present voluntary system to the mandatory provisions under the U. S. Grain Standards Act will be made with little or no confusion.

The standards as promulgated under the Grain Standards Act appear in the August 20 issue of the Federal Register. Until November 20 soybeans will continue to be inspected in the same manner and under the same authority and regulations as heretofore.

Suggestions for changes in the soybean standards were made recently following a series of public meetings held in the Middle West for the purpose of discussing the promulgation of the present standards under the act. Some of these suggested changes involve basic or fundamental provisions; others call for adjustments in the limits of the grade factors. Available data will be studied carefully and further research made in order that full consideration can be given to the merits of these proposals.



## THOMAS W. HEITZ RESIGNS TO ENTER COMMERCIAL FIELD

Thomas W. Heitz, marketing specialist of the Division of Dairy and Poultry Products, has resigned his position to enter commercial work. He will be on annual leave from August 26 until November 4, 1940, when his resignation becomes effective.

Mr. Heitz has been employed in the Bureau of Agricultural Economics and in the Agricultural Marketing Service since 1927. His work has been primarily in the field supervision of the egg and poultry grading service and in the preparation of standards for these products. He has also contributed several publications for which there has been a very large demand by the poultry industry. The turkey grading service, which has become an extensive seasonal activity, was largely the result of Mr. Heitz' efforts and it has been conducted under his immediate supervision.

Mr. Heitz will manage a poultry dressing establishment in the Shenandoah Valley of Virginia, and will also have connections with firms selling dressed poultry and eggs.

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The Division of Dairy and Poultry Products has two new members on its field staff. Leo H. Benson recently joined the Chicago office as agent. He is engaged in grading butter under an agreement between this Service and the State of Illinois.

Carl D. Medin is similarly employed to grade butter at Dubuque, Iowa, under an agreement between the AMS and the Iowa State Department of Agriculture.

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Books on Marketing  
in the Library  
- - - - -

Brown, Edward Fisher, comp. Milk papers, volume 5-6. 2 v. various paging, printed and processed. [New York city, Milk research council, inc., 1940] 281.344 B81 v.5, 6.

v. 5. January - May 1939. Consists of 26 documents in one volume.

v.6. June - December 1939. Consists of 49 documents in one volume.

Contains some papers on marketing.

Converse, Paul Dulaney and Huegy, Harvey W. The elements of marketing. 2d rev. ed. 823, 89pp. New York, Prentice-Hall inc., 1940. 280.3 C76E 2d rev. ed.

Francis, Gerald M. Cooperative purchasing by Indiana farmers through federated county farm bureau associations. 84pp. Washington, D.C. [U.S. Govt. print. off., 1940] (U.S. Farm credit administration. Bulletin No. 38) 166.2 B87 no. 38.

"Farm credit administration. Cooperative research and service division."

NO SERVICE TESTING OF SEED WILL BE MADE  
IN AMS LABORATORY AFTER SEPTEMBER 1

Service tests on seed in the Washington laboratory of the Grain and Seed Division will be terminated September 1, Mr. Kitchen announced August 21. Service tests involve the voluntary testing of samples for individuals who wish information on such factors as germination and purity as contrasted with similar testing required under the Federal Seed Act for importations and interstate shipments.

The Seed Laboratory, for many years, has been making free tests -- up to ten germination and five purity tests per month -- for seedsmen, farmers, and other persons. Because of routine testing and other activities required in the administration of the Federal Seed Act, it has become increasingly difficult, with the available facilities, to make these tests. "It does not seem fair to our laboratory nor to the farmers and members of the seed trade", Mr. Kitchen pointed out, "to try to hold out the offer of a service which we are not in a position to render adequately. Therefore, we feel that for the present, at least, we cannot offer the facilities of the laboratory for seed testing. We regret the necessity of this action, when there is greater need than ever," he said, "for accurate information with respect to the quality of seed."

The extent of service testing in the Federal-State seed laboratories will be determined by officials of the States in which the laboratories are located. Such cooperative laboratories have been set up at Montgomery, Ala.; Sacramento, Calif.; Lafayette, Ind.; Columbia, Missouri; Fargo, N. Dak.; and Corvallis, Oreg. Facilities for the service testing of seed are also available in State seed laboratories.

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SEED FORECASTS ARE "HITTING  
THE NAIL ON THE HEAD"

Commendation of this Service's seed production forecasts comes in a letter to G. C. Edler of the Division of Agricultural Statistics from George A. Jackson, Manager of the Seed and Farm Supply Service of the Southern States Cooperative, Richmond, Va., from which the following is quoted:

"I want to take the opportunity at this time of commending you and your Department on the excellent work you are doing. For awhile many of us felt that the estimates did not check out so well but we have found in the past three or four years that you fellows are hitting the nail on the head pretty closely."

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OUTLINE OF FUNCTIONS OF THE UNITED STATES DEPARTMENT OF AGRICULTURE, a separate now available from Miscellaneous Publications 376--Directory of Organization and Field Activities of the Department of Agriculture: 1939, offers a handy, concise discussion of the AMS work for ready reference by members of this staff. Copies may be had upon request.



## COTTON GROWERS ARE INCREASINGLY AWARE OF BENEFITS FROM FREE CLASSING SERVICE

At the close of business on August 26, a total of 1,205 groups of cotton growers organized for cotton improvement had had their applications approved in the Washington office of the Division of Cotton Marketing and became eligible for the free classing services made available to them through the Agricultural Marketing Service.

The acreages for individual organized groups range from a minimum of less than a hundred acres at a few points in the eastern part of the Cotton Belt to a maximum of more than 65,000 acres, reported by the Jackson County Improvement Association of Jackson County, Okla. This is a county-wide organization made up of a number of smaller groups and having 1,256 grower members. A total of almost 61,000 acres are planted by members of this organization to cotton of a single variety.

W. B. Lanham, in charge of the cotton quality statistics and classing work, states that cotton growers are increasingly aware of the benefits obtained through this service and that the number of applications received this year will be considerably in excess of the total of 918 received from organized groups last year.

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## COTTON FIBER LABORATORY RENDERS ASSISTANCE TO U. S. PHARMACOPOEIA

Dr. George D. Beal, chairman, Subcommittee on Organic Chemicals, Committee of Revision of the Pharmacopoeia of the United States of America, recently has written to the Chief of the Agricultural Marketing Service as follows:

"I acknowledge with thanks copy of your letter \* \* \* to the Surgeon General of the United States Army relative to the fiber length of Absorbent Cotton, your Laboratory Test \* \* \* . I am deeply appreciative of the whole-hearted cooperation of the Cotton Laboratories in establishing proper standards for the fiber length of Purified Cotton in the United States Pharmacopoeia."

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The New Orleans office of the Warehouse Division moved on August 22 from the Stern Building to 829 Federal Building.

EDUCATIONAL COUNSELING SERVICE  
AVAILABLE TO DEPARTMENT EMPLOYEES

The Department of Agriculture offers a service which is unique among Government agencies. In order to provide authoritative information for its employees, responsible officials in the various bureaus and offices have been designated as Educational Counselors. These counselors, who have voluntarily assumed this added responsibility, are available by appointment for consultation regarding any problem concerning the further education of the members of their respective agencies.

Those of the AMS who expect to undertake further education this fall and are not sure whether they have selected the proper courses, or how much they should undertake, will do well to consult Mr. Newell, who has been designated the Educational Counselor for the AMS.

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1941 AAA FARM PROGRAM EMPHASIZES  
ADEQUATE SUPPLIES; SMALL FARM NEEDS

The 1941 AAA Farm Program, as announced by the Department on August 22, provides for the "Maintenance of adequate food and fiber supplies for all anticipated needs, and emphasis on soil conservation practices particularly applicable to local areas and to small farms."

Both the 1941 Agricultural Conservation Program and the 1941 Range Conservation Program are based on recommendations of farmer-committeemen and ranchmen at national conferences earlier in the summer. The programs follow the same general lines as those of 1939 and 1940.

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COMMENTS FROM THE PRESS  
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CONSUMERS UNION for August 1940 carries on its cover page the notation "Consumer Victory: U. S. Government Starts Experiment in Grade Labeling." A 4-column article entitled, "U. S. Labeling Begins," follows on page 16 under the following subcaption:

"The Agricultural Marketing Service starts continuous inspection and grade labeling of brands and products of four canners; success of the project is up to consumers, who have long urged it."

A blocked portion of one column lists the grade designations and discusses what they stand for.

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The article in the July issue of MARKETING ACTIVITIES, entitled "The Government Experiments with 'Continuous Inspection,'" by Paul M. Williams, is carried in full in the August issue of THE FRUIT PRODUCTS JOURNAL.



SAMUEL G. GUSTAFSON

Samuel G. Gustafson, employed as agent in the Division of Dairy and Poultry Products since 1924 to grade butter, died August 22 while on a field trip. From 1924 to 1928 he served at Minneapolis as Federal-State butter grader for a large commercial concern. Since 1928 he has been similarly engaged in work at Seattle, Wash., for an important dairy products company, whose field service work he also handled.

Mr. Gustafson was 61 years of age. He has always been very active in his work. About a year ago he suffered a heart attack. His work for the Seattle company was greatly appreciated by the members and for several years he has supervised both their butter and cheese manufacturing operations.

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RECENT REPORTS AND RELEASES  
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ADDRESS

SELLING LIVESTOCK ON COMMISSION UNDER THE PACKERS AND STOCKYARDS ACT, by Mr. Kitchen, at the Convention of the National Live Stock Exchange, in St. Louis, Mo., June 7.

MARKET SUMMARY

MARKETING POTATOES, KAW VALLEY, KANS., ORRICK DISTRICT, MO., ARKANSAS. OKLAHOMA, Summary of 1939 Season, by R. E. Corbin, Kansas City, Mo.

FARM FLASHES (radio)

GENERAL CROP REPORT.

CATTLE ON FEED.

FEED GRAIN-HAY-PASTURES.

PRESS RELEASES

SOYBEAN STANDARDS PROMULGATED UNDER U. S. GRAIN STANDARDS ACT.  
(Aug. 21.)

NO SERVICE TESTING OF SEED WILL BE MADE IN U.S.D.A. LABORATORY  
AFTER SEPTEMBER 1. (Aug. 21.)

SEED HANDLERS CAUTIONED AGAINST USE OF PHRASE "AFFIDAVIT GRIMM  
ALFALFA." (Aug. 24.)

REPORT

REFRIGERATED WAREHOUSE SPACE SURVEY As of October 1, 1939, with Comparisons, and Monthly Summary of Cold Storage Holdings, 1938-1939. The tables in this 15-page release indicate the refrigerated capacity of all cold-storage warehouses and meat-packing establishments in the United States that report to the AMS. The cooperation of the warehousing industry has made possible the publication of these statistics relative to the number of warehouses that report classifications of cold-storage space into "public" and "private" groups, and the number of meat-packing establishments that report, including those doing a public cold-storage business.

STANDARDS

OFFICIAL GRAIN STANDARDS OF THE UNITED STATES FOR SOYBEANS. These standards, promulgated August 16, 1940, will become effective November 20, 1940.

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HERE AND THERE  
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Dr. F. W. Miller, in charge, Packers and Stockyards Division, left Washington August 24 to visit the markets at Denver, Salt Lake, and Ogden for the purpose of conferring with members of the trade and others relative to the enforcement of the Packers and Stockyards Act. He will return to Washington about September 1.

Rob R. Slocum, Division of Dairy and Poultry Products, will attend the annual meeting of the National Advisory Committee on Research for the Poultry Industries, at Chicago, Ill., September 3-5.

Grant D. Clark of the Washington, D. C., office and Ray Huey of the Albany, N. Y., office of the Division of Agricultural Statistics, attended the summer meeting of the Vegetable Growers Association of America, which was held in Philadelphia on August 26-29. Following the meeting, Mr. Clark accompanied Mr. Huey on a field trip to the commercial vegetable producing areas of Long Island, N. Y.

Myron Jacoby, auditor, Packers and Stockyards Division, spent from August 12 to 20 at Bristol, Va., for the purpose of auditing the books of a firm at that market.

James W. Christie of the Livestock, Meats, and Wool Division will act as judge of wool exhibited at the Ohio and Michigan State Fairs this year. The Ohio State Fair will be held at Columbus, August 24-30; the Michigan State Fair at Detroit, August 30-September 8. This will be the tenth and sixth year respectively that Mr. Christie has judged the wool shown at the two fairs.

Dr. B. C. Pier, associate poultry inspector of Washington, D. C., and Dr. Hugh Hurst, agent, of Salt Lake City, Utah, Division of Dairy and Poultry Products, attended the Annual Meeting of the American Veterinary Medical Association, held in Washington, August 26-31. Dr. Hurst is in the East in connection with other official business.

T. R. Hall, Division of Agricultural Statistics, spent the period of August 15-20 in New Jersey and New York interviewing canners and freezers relative to the production of vegetables for commercial processing. An interesting side light was an opportunity to see a modern "quick-freezing" plant in operation during the rush of the harvesting season.

Mrs. Mabel R. Peirce, after 40 years of service, is retiring this month from the Division of Agricultural Statistics. Because of the sincere interest and sympathy she has extended to all of her associates in their official and personal problems, Mrs. Peirce has earned the affectionate title of "Grandma." Extremely active in the social and welfare work of the Department, she has maintained her youthful outlook and vigor at 70. Mrs. Peirce plans to visit with relatives in her native State of Vermont, and upon her return will make her home in Washington.



Mr. and Mrs. Jack Leonard of Washington were visitors on August 24 in the Division of Cotton Marketing and in the office of R. J. Cheatham of the Cotton Processing Division of the Bureau of Agricultural Chemistry and Engineering. They displayed a valuable and very beautiful rug made on cotton foundation material designed in the Division of Cotton Marketing under the direction of Mr. Cheatham and woven according to specification in the cotton utilization laboratory located at the textile school of North Carolina State College at Raleigh, N. C.

Both Mr. and Mrs. Leonard are enthusiastic in their endorsement of this fabric for this purpose. They stress in particular the greater ease in working as compared with burlap customarily sold and used as foundation material for hooked rugs. The new fabric was designed through research directed toward new and extended uses for cotton.

Mrs. Leonard is the aunt of Adrian, the famous Hollywood designer.

Ronald E. Betts, Division of Cotton Marketing, left Washington on August 28 for Atlanta, El Paso, Dallas, and Memphis, where the reports showing the quality of cotton ginned in the various States are issued semimonthly during the ginning season. He will confer with personnel of the Division at these points regarding the statistical procedure followed in preparing these reports.

Frank Grayson, Livestock, Meats, and Wool Division, left Washington August 22 for Texas where for the next 5 weeks he will cooperate with the Texas Extension Service and the Texas Sheep and Goat Raisers' Association in demonstrating and setting up standard grades for mohair.

Mrs. Marie C. Dinsmore is the newest AMS worker in the Division of Cotton Marketing. She is a native of Illinois and was formerly employed in the Bureau of Internal Revenue.

At the time of the recent storm and high water in Charleston, S. C., about one foot of water stood in the AMS office of the Board of Cotton Examiners at that point. W. I. Holt, in charge of that office, reports that the office itself suffered little damage and, in particular, that our papers and records escaped injury.

In a letter to Mr. Kitchen, dated August 9, Dr. Martin I. Olsen of Des Moines, Iowa, expresses his thanks "for the beautiful flowers sent as a tribute to Nils," his brother. The flowers were an expression from the staff of the BAE and the AMS of their affection and esteem for Mr. Olsen, their former Chief. Dr. Olsen asks Mr. Kitchen to bring to the employees of the two bureaus, and to Mr. O. E. Reed, Chief of the Bureau of Dairy Industry, and Mr. C. J. Brand, who as Chief of the Bureau of Markets directed much of our work for many years, the sincere appreciation and gratitude of the Olsen family for this floral tribute. He also asks that appreciation be expressed for the floral pieces sent by field offices.

Membership of the Yearbook Statistical Committee for 1941 will be as follows:

Joseph A. Becker, Chairman (AMS)  
Paul Froehlich, Secretary (BAE)  
Fred J. Rossiter, (FAR)  
S. W. Mendum (BAE)  
Donald Whitaker (AMS)  
W. O. Fraser (AMS)



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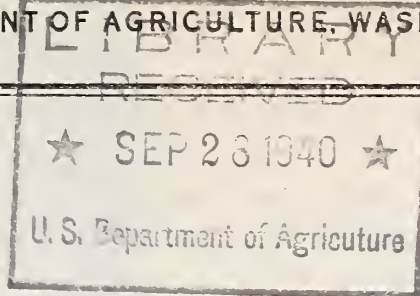
# The AMS News

ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D.C.

September 16, 1940

Vol. 3, No. 6

## COMMITTEE NAMED TO SURVEY FOOD SITUATION



Three members of the AMS and three members of the BAE were named by Secretary Wallace, August 23, as a Department committee, to conduct a survey of the facilities for producing, processing, and warehousing food for use in case of emergency, and to advise and consult with representatives of the Agricultural Adjustment Council on methods for securing information through trade associations. George Livingston, Director of Food Supplies of the Advisory Commission to the Council of National Defense, will serve with the committee. The members of the committee are as follows:

H. E. Reed, Agricultural Marketing Service  
William F. Callander, Agricultural Marketing Service  
Sterling R. Newell, Agricultural Marketing Service  
Philip Maguire, Surplus Marketing Administration  
Richard O. Been, Bureau of Agricultural Economics  
E. Orth Mallott, Bureau of Agricultural Economics  
J. R. Fleming, Bureau of Agricultural Economics, Chairman

Mr. Livingston will be remembered as one of the early Chiefs of the former Bureau of Markets.

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## SUGGESTIONS INVITED FOR "AGRICULTURAL STATISTICS"

Suggestions are invited for improvement in the 1931 edition of AGRICULTURAL STATISTICS. They should be sent to Joseph A. Becker, Room 2429 South Building, chairman of the Yearbook Statistical Committee. Other members of that committee are Paul Froehlich (BAE), secretary; Fred J. Rossiter (FAR); S. W. Mendum (BAE); Donald Jackson (BAE); Rodney Whitaker (AMS); and W. O. Fraser (AMS). The 1940 edition of the Yearbook is now in page proof, and it is hoped that completed copies will come from the Printing Office by November.

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## MARKETING INFORMATION SECTION BECOMES A DIVISION

Effective September 16, 1940, the status of the present Marketing Information Section will be changed to that of Marketing Information Division. Marvin M. Sandstrom, who has been in charge of that section, will become the officer in charge of the new Marketing Information Division.

U S DEPT OF AGRICULTURE  
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## LET'S GET BETTER ACQUAINTED

We have two "old timers" in the "Let's Get Better Acquainted" series of this issue. Each may be called a Department "career man."

W. F. Callander

Mr. Callander started to work in the Department in 1904 as secretary to the late Dr. B. T. Galloway, former chief of the Bureau of Plant Industry. When Dr. Galloway became Assistant Secretary of Agriculture Mr. Callander accompanied him there as his secretary. He was made secretary to David F. Houston when the latter became Secretary of Agriculture in 1913. In April 1915 Mr. Callander was appointed as field agent for Wisconsin in the then Bureau of Crop Estimates. After serving in that capacity in Wisconsin for nearly 3 years and following that in Ohio for about a year, he was appointed field specialist. In that position, which he held for 2 years, he visited the different field offices and helped the field agents solve their problems and to coordinate their work with the cooperating State agencies.

In 1921 Mr. Callander resigned to go with the Ohio Farm Bureau Federation for 3 months to organize a statistical branch for them. When he was reinstated in July 1921 he was designated as assistant to the Chief of the Bureau with headquarters in Washington. Later that year he was sent to Europe on a special assignment to make a study of agriculture and marketing conditions in 16 countries.

In July 1923 he was placed in charge of the former Division of Crop and Livestock Estimates and in October 1924 was made chairman of the Crop Reporting Board. Mr. Callander has been in charge of the crop and livestock estimating work and chairman of the Board ever since that time, except for the period from August 1935 to May 1937, when he was specially assigned by Secretary Wallace as assistant administrator of the Agricultural Adjustment Administration. Part of the time he served as comptroller of that organization.

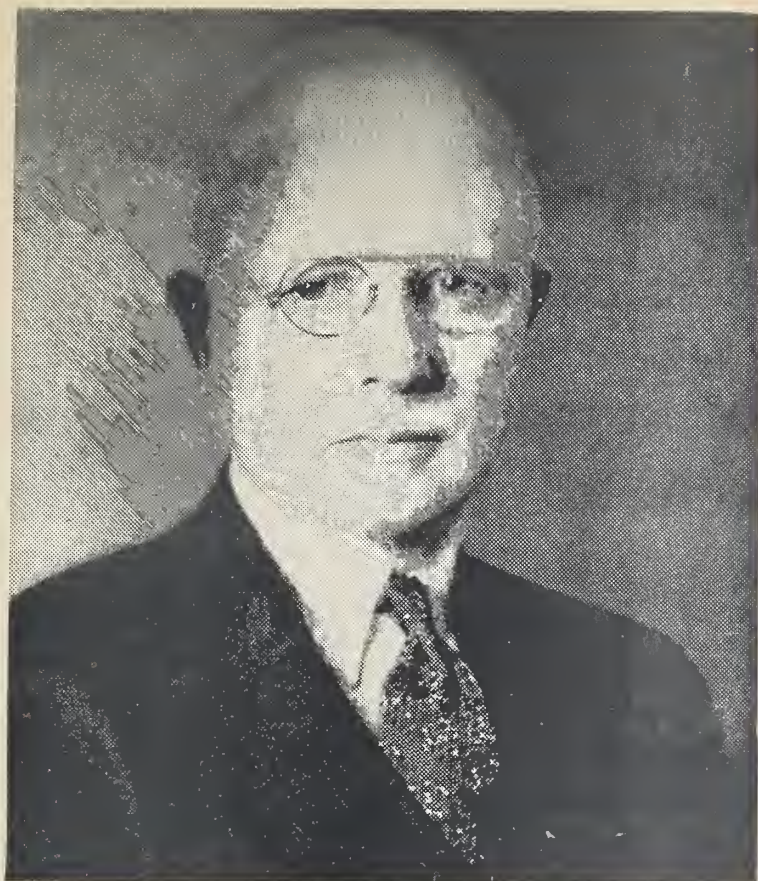
Mr. Callander was born on a farm in Canada just across from Ogdensburg, N. Y., on June 14, 1880. He holds the LL. B. degree from Georgetown University and has completed postgraduate work in several subjects at the University of Wisconsin, among them agricultural economics, political science, and statistics.

C. E. Gage

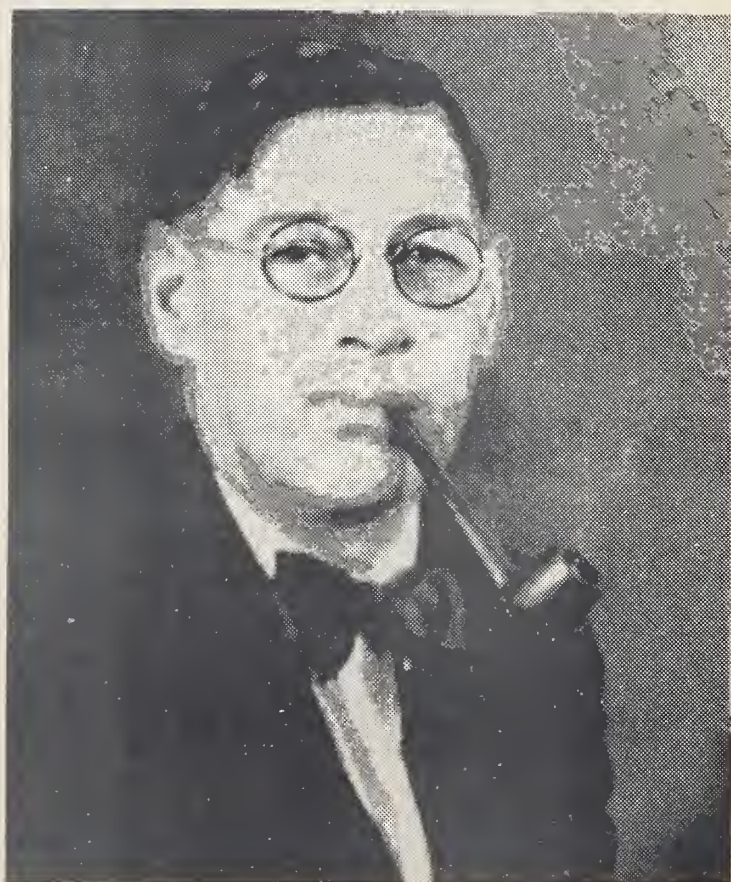
Mr. Gage, known to his intimates in the Service as "Uncle Charley," entered the Department of Agriculture in 1903 as a stenographer in the Forest Service. Two years later he went to the Bureau of Plant Industry. He was employed there, both in Washington and the field service, until 1914, when he transferred as a clerk to the former Bureau of Crop Estimates.

Application to and specialization in office organization and the introduction of new and uniform methods in the various field offices won him progressive promotions, until he became successively chief clerk,





W. F. CALLANDER,  
IN CHARGE,  
DIVISION OF AGRICULTURAL STATISTICS



C. E. GAGE,  
IN CHARGE,  
TOBACCO DIVISION



officer in charge of field records, in charge of the field service, and finally administrative officer. After the World War, Mr. Gage's work gradually developed from a purely administrative to a statistical nature, with particular reference to tobacco. He inaugurated the reports on condition of tobacco by types. Since the early 1920's he has given particular attention to economic studies relating to tobacco, the characteristics and uses of different types, and to tobacco marketing methods. During most of the 1920's he was a member of the Crop Reporting Board.

Mr. Gage was born on a farm in Nebraska and grew up on a farm in Missouri. He attended the Springfield Normal and Business College in the latter State. After coming to Washington he entered Georgetown University to study law, but gave it up before the end of the first year in order to accompany Gifford Pinchot, then Forester, as secretary on a long western trip. He has taken numerous special studies at George Washington University and elsewhere, including mathematics, accountancy, chemistry, and geology. He also has completed a course in statistical methods in the Graduate School of the Department.

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#### REQUESTS FOR COTTON CLASSING AND MARKET

NEWS SERVICES APPROACH  $1\frac{1}{2}$  THOUSAND MARK

At the close of business on September 12, a total of 1,459 of the applications received from cotton-grower organizations requesting the AMS free cotton-classing and market news services had been approved in the Division of Cotton Marketing.

As previously stated in the News, these services are available only to groups of cotton growers organized for cotton improvement. The 117,645 members of such groups whose applications have already been approved for the 1940-41 season, have planted to cotton in 1940 a total of 3,715,995 acres, of which 3,493,828 acres, or 94 percent, is of the particular variety adopted by the local group. These figures indicate increased interest on the part of the growers, since only 918 groups, with 64,400 members, asked for the services last season. The importance of this work is indicated by the fact that the applicants in 1939 produced 1,788,500 bales of cotton and that the production of applicants in 1940 will be much greater. The classing service not only helps growers obtain a fair price for their cotton, but it provides a means of measuring the success of their efforts toward cotton improvement.

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Registration for courses under the Graduate School began September 9. The office is open every day of the week, except Saturday, until 5:45 p.m. Registration should be completed by September 21. The catalog, indicating the courses now available, may be obtained by calling at room 1031 South Building. Telephone inquiries should be made by dialing 5943 or 5944. A number of new courses have been included in the available list in the general fields of Accounting, Botany, Chemistry, Clerical and Secretarial, Economics, Editing, Engineering, English, Extension Education, Literature and Drama, Geography, Graphic Presentation, History, Languages, Management, Mathematics, Meteorology, Mineralogy, Philosophy, Psychology, Sociology, Shorthand Development, Speech, Statistics, Writing, etc.



OUTLOOK HAS NEW EMPHASIS THIS  
YEAR; PROGRAM IS ANNOUNCED

The Agricultural Outlook this year will be conducted on a basis substantially different from that of recent years, Dr. Eric Englund, Assistant Chief of the BAE, announces. Emphasis will be on the impacts and possible aftermaths of the war. The change of emphasis will meet the modifications in procedure suggested by the States and by the Department bureaus most directly concerned with the Outlook. The resulting report will thus also answer the questions which farmers and agricultural workers are asking pertaining to the bearing of the war on what lies ahead in agriculture. The Outlook Conference will be held during the week of October 21. Following is the program as outlined by Dr. Englund:

The first day will be devoted to two general topics, Impact of the War on Agriculture, and Agriculture in Pan American-Relations. It is anticipated that the material for these topics, especially for the first, will be developed largely by the interbureau coordinating committee set up some time ago to work on impact of war. Domestic and Foreign Demand will be considered as part of these topics and to some extent under the second topic of the next day.

Second Day - Forenoon: The Outlook for Farm Family Living, and The Outlook for Expanding the Domestic Market for Farm Products.

Afternoon: In two separate sections, The Outlook for Cotton Farmers, and The Outlook for Wheat Farmers. Each of these topics will be divided into three parts: (1) the Outlook, especially in view of the war situation, (2) the problems of adjustment in the cotton and wheat areas as indicated by this Outlook, and (3) plans and programs needed to meet these problems.

Third and fourth days: Under the parts just mentioned for cotton and wheat, consideration will be given to the Outlook for producers of tobacco, fruit, meat animals and feed grains, and dairy products.

The above major products -- cotton, wheat, tobacco, fruit, meat animals and feed grains, dairy products -- will not be considered merely as commodity reports on an annual basis but as an Outlook for the farming industry and areas chiefly represented by these major products. These products are selected because they appear to be those which are likely to feel more of the impact of war than a number of other products.

John R. Fleming of BAE will have general charge of carrying through the Outlook program, and W. H. Youngman of that Bureau will serve as secretary to the Outlook as in the past.

The changes in the Outlook this year accelerate very materially the trend of recent years, - to emphasize in the Outlook Conference those matters that seem to be of greatest interest and importance and to omit from formal consideration at the conference those topics that are of lesser importance. The war situation more than any other single factor has necessitated the change as outlined above.

The annual Outlook dinner will be held again as in the past.

# FIFTEEN STATES TO HAVE TURKEY GRADING SCHOOLS THIS SEASON

Dressed turkey grading schools will be held in 15 States during the 1940 season. Three schedules for these schools have been arranged by the Division of Dairy and Poultry Products as follows:

Schedule 1 with Henry G. F. Hamann of the Chicago office in charge:

<u>State</u>	<u>Place</u>	<u>Date</u>
Illinois	Havana	Oct. 14 - 15
Missouri	Columbia	Oct. 16 - 17
Utah	Cedar City	Oct. 21 - 22
Utah	Gunnison	Oct. 23
Wyoming	Sheridan	Oct. 25 - 26
North Dakota	Minot	Oct. 29 - 30
South Dakota	Brookings	Nov. 1 - 2
Michigan	Lansing	Nov. 4 - 5
Indiana	La Fayette	Nov. 7

Schedule 2 with F. L. McKittrick,  
of the Los Angeles office in charge:

<u>State</u>	<u>Place</u>	<u>Date</u>
Oregon	Albany	Oct. 15 - 16
Idaho	Caldwell	Oct. 18 - 19
Utah	Tremonton	Oct. 25
Nevada	Fallon	Oct. 28 - 29
California	Selma	Oct. 31 - Nov. 1
California	Modesto	Nov. 2 - 3
California	Sacramento	Nov. 4 - 5
California	Marysville	Nov. 7
California	Orland	Nov. 8
California	Riverside	Nov. 11

Schedule 3 with Lester Kilpatrick,  
of the New York office in charge:

<u>State</u>	<u>Place</u>	<u>Date</u>
Nebraska	Lincoln	Oct. 28 - 29
Oklahoma	Stillwater	Nov. 1 - 2
Texas	Abilene	Nov. 4 - 5

Last year 282 persons were licensed to grade dressed turkeys and the quantity graded exceeded 37,000,000 pounds. The turkey grading work is carried on as a Federal-State program through cooperation with the State departments of agriculture and, in many States also with the Agricultural Extension Service of the State college of agriculture.



## WORK OF CONTINUOUS FACTORY INSPECTION OF FRUITS AND VEGETABLES INCREASES

On August 22 continuous factory inspection of sweet corn was inaugurated at the canning factory of Curtice Brothers Company, Mt. Morris, N. Y. This work, under the supervision of G. B. Crisp, of the New York City staff of the Fruit and Vegetable Division, is being conducted in accordance with the provisions of a cooperative agreement between the company and the Agricultural Marketing Service and will continue for the duration of the corn packing season.

L. M. Billman, of the Washington office of the Division, who went to Mt. Morris for the purpose of initiating the work, says that before the actual canning work begins each employee must undergo a physical examination to determine the possible presence of any communicable disease. Load upon load of corn is first dumped into husking sheds. Here it is picked up by conveyors, hurried through the huskers, and then taken to the cutting rooms. While the corn is moving on the conveyor belts, all defective ears are removed by a staff of keen-eyed young women who have been thoroughly instructed as to the type of ears which must be removed. It is here that the fruit and vegetable inspectors spend much of their time in the early stages of the processing. The ears are fed into cutters which neatly shave the kernels from the cob and send the yellow stream through washers and into the automatic can fillers. The cans, which have been previously embossed with an official shield of the AMS, is then put through a machine which closes and seals the end. The corn is cooked at 250° F. for 70 minutes, after which the cans pass through a cooling canal which stops the cooking process. The cans are then ready to receive the label which carries the statement "Packed under continuous inspection of the Agricultural Marketing Service and the above grade officially certified." It is anticipated that approximately 250,000 cases will be so packed and labeled at this plant.

Continuous factory inspection of fruits and vegetables was first undertaken in 1932 by the Fruit and Vegetable Division, in connection with lima beans. The marketing of this product was so successful that, by 1940, several large canners were eager to cooperate in this packing method.

Paul M. Williams, in charge of the Processed Foods Standardization and Inspection Service, has returned from California, where he directed the force of two large canning factories. Similarly, Louis V. Bryant, of the F. and V. staff has completed the supervision of continuous factory inspection of sour cherries at a packing plant in Michigan.

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## PROSECUTION CASE UNDER INSECTICIDE ACT TERMINATES IN CRIMINAL COURT

The Insecticide Division reports that on August 5, 1940, a prosecution case under the Insecticide Act against the Midway Chemical Company, Chicago, Ill., was terminated in the criminal court at Chicago. The defendant entered a plea of *nolle contendere*, and a fine of \$105 was imposed.

The case was based on two shipments in interstate commerce of a misbranded ant preparation called "Ant Ded." This preparation was represented to exterminate indoor and outdoor ants of both the sweet-eating and grease-eating varieties. Tests by entomologists of the Insecticide Division showed the product to be ineffective against seven out of the eight species of ants on which it was tested.

## MISS NICKERSON CONCLUDES SERIES OF PRESENTATIONS BEFORE COLOR GROUP

Dorothy Nickerson of the Division of Cotton Marketing is attending at Spring Lake, N. J., the meeting of the Inter-Society Color Council in joint session with the 34th annual convention of the Illuminating Engineering Society. A symposium on color is being held, jointly sponsored by the two agencies.

Miss Nickerson will present on this program one of the four invited papers. The subject of her presentation is "The Illuminant in Color Matching and Discrimination." Her discussion will be supported by her new multilithed publication entitled "Computational Tables for Use in Studies of Artificial Daylighting."

The discussion which Miss Nickerson is leading at this group meeting is the last in her series of three special presentations. The first was before the Optical Society of America at its meeting at Niagara Falls, N.Y., in October 1938, entitled "Artificial Daylighting for Color Grading of Agricultural Products." The second, entitled "Artificial Daylighting Studies," was presented before the 33rd annual convention of the Illuminating Engineering Society at San Francisco, Calif., in August 1939.

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## AMS REPRESENTATIVES PARTICIPATE IN SCHOOL ON POULTRY PRODUCTS GRADING AND MARKETING

Representatives of the Division of Dairy and Poultry Products were on the program of the Poultry Products Grading and Marketing School held at the University of Maryland September 11-14. They included Roy C. Potts, who extended the greetings of the Agricultural Marketing Service, Rob R. Slocum, who discussed "Methods of Grading Eggs That are Now in Use" and assisted in the conduct of the egg grading laboratory; and Henry G.F. Hamann of the Chicago office of the Division, who discussed "Government Egg Grading in the Middle West" and the "Government Poultry Grading Program." Mr. Hamann also assisted in the conduct of the egg grading laboratory and the poultry grading laboratory. More than 100 persons, representing various phases of the poultry industry in the Eastern States, attended the school.

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## ALABAMA HAS RECORD VOLUME OF POTATOES INSPECTED

There were 6,575 cars of potatoes inspected at Alabama shipping points during the season just closed, according to T. W. Ayres, of the Fruit and Vegetable Division, who supervised the work in that State. Of this number, 5,836 cars moved by rail, the equivalent of 630 carlots by truck, of 89 by boat, and of 20 into storage. Records of the division show this to be the largest volume of potatoes inspected in that State during the last 17 years, the nearest approach having been in 1934 when there were 5,323 cars inspected. The larger part of this season's volume graded U. S. No. 1.



# AMS DRIVERS ACHIEVE "HONOR ROLL" THROUGH CARE ON OFFICIAL TRAVEL

The Personnel Section has just concluded a survey of the employees of this Service, who, in the exercise of their official duties, have driven Government vehicles without being involved in an accident of any kind. As a result of this survey in the Department, there will be instituted a departmental procedure in recognizing the holders of exceptional drivers' records.

Employees were reported who had driven, without an accident, between 50,000 and 99,999 miles, and over 100,000 miles. The number of employees in the two groups, by divisions and sections, is as follows:

<u>Division</u>	<u>50,000 to 99,999 Miles</u>	<u>Over 100,000 Miles</u>
Cotton Marketing	6	11
Agricultural Statistics	6	0
Admn. U. S. Warehouse Act	13	11
Livestock, Meats and Wool	0	2
Tobacco	1	0
Insecticide	3	1
Grain and Seed	30	23
Fruit and Vegetable	8	0
Naval Stores Section	0	2

The number of employees who were involved in accidents of a minor nature, for which they were not responsible, is as follows:

<u>Division</u>	<u>50,000 to 99,999 Miles</u>	<u>Over 100,000 Miles</u>	<u>No. Minor Accidents</u>
Fruit and Vegetable	4	0	1 each
Grain and Seed	0	1	1
Livestock	0	1	2
Tobacco	0	1	1
Admn. U.S. Warehouse Act	1	2	1 each

All of these employees are commended by the Service for the exercise of carefulness in their driving, which has permitted them to achieve enviable records.

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Three Junior Statisticians have just been appointed for field service in the Division of Agricultural Statistics, with the following assignments:

Raymond E. Vickery, Portland, Oreg.  
Ira E. Wissinger, Madison, Wis.  
Joe D. Herman, Las Cruces, New Mex.

DEPARTMENT MEMBERS SOUGHT FOR NEW  
SOCIETY OF AGRICULTURAL SCIENCES

The Society of Agricultural Sciences was recently established in accordance with a resolution of the Eighth American Scientific Congress. L. A. Wheeler, Director of the Office of Foreign Agricultural Relations, calls attention to the Society in a recent memorandum to Chiefs of Bureaus and Offices from which the following is quoted:

"To be effective \* \* \* an organization of this kind will need a large and active membership. It is my belief that many in the United States Department of Agriculture will wish to join. \* \* \* The annual membership dues of \$2.00 may be forwarded directly to the Secretary of the Society, Mr. J. L. Colon, Chief of Division of Agricultural Cooperation, Pan American Union, Washington, D. C."

Those interested in joining the Society may obtain a copy of Mr. Wheeler's memorandum and of the constitution outlining its objectives by applying to his office.

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Books on Marketing  
in the Library  
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American institute of food distribution, inc. Robinson- Patman guide book. 143pp. New York city [1940] 286.2 Am32R

Address of American institute of food distribution, inc. is 420 Lexington Avenue, New York City.

Converse, Paul D. and Huegy, Harvey W. The elements of marketing. 2d rev. ed. 823; 89pp. New York, Prentice-Hall, inc., 1940. 280.3 C76E Ed.2, rev.

Mortenson, William Peter. Milk distribution as a public utility. 221pp. Chicago, Ill., The University of Chicago press [1940] 280.344 M84

Northwest conference on distribution, University of Washington, Seattle, 1940. Proceedings of the Northwest conference on distribution, March 6, 1940, University of Washington, Seattle. 52pp., processed. [Seattle, 1940] 280.39 N814

"The third such institute to be held on the campus of the University." - Foreword.

Partial contents: Research and retailing, by Nathanael H. Engle, pp.3-8; Methods employed to improve the efficiency of retail salespeople, by N.H. Comish, pp.11-16; Education for distributive occupations, by J.W. Kelly, pp.19-21; The operation of the Unfair Practice Act in Montana, by Robert C. Line, pp.25-28; Keeping customers while tightening your credit policy, by O. A. Shearer, pp.32-34; A banker's view of retail credit control, by A.R. Munger, pp.35-38; and Cooperative research, by Nathanael H. Engle, pp.46-49.



## AMS COTTON PROGRAM IN SOUTHEASTERN STATES SHOWS GRATIFYING RESULTS

Francis L. Gerdes of the Cotton Ginning Laboratory of the Division of Cotton Marketing at Stoneville, Miss., has just returned from a trip through Georgia and other States in the Southeast, where he met with several ginners and operators of cotton mills in connection with the cotton ginning and cotton packaging work of the Division. Mr. Gerdes reports that considerable progress has already been made in the States of Georgia in its cotton ginning improvement program, many of the new driers and extractor feeders having been installed. He reports also that our recently issued pamphlet on cotton harvesting and handling was being freely used as the basis of numerous articles and circular letters as a part of the program in the interest of cotton ginning improvement.

Mr. Gerdes found the outlook bright for increased production of sea-island cotton in Florida. He reports, too, that James S. Townsend of the Bureau of Plant Industry, specialist on roller ginning at the Stoneville laboratory, has done a good job of getting operators of roller gins in that area to put their gins in shape for better ginning of this cotton. It is unofficially estimated by State workers in Florida that, according to present indications, some 3 or 4 thousand bales of sea-island cotton will be produced this season.

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## WAREHOUSING PAMPHLET CONSIDERED "BEST AND MOST CONCISE STUDY" ON SUBJECT

A letter received by H. S. Yohe, in charge of the Warehousing Division, from the Comptroller of the National Association of Hosiery Manufacturers, contains the following statement:

"The Federal Reserve Bank of New York has informed me that the best and most concise study of the subject of field warehousing and the position of the Federal Reserve System with respect thereto is contained in a pamphlet dated March 1937 entitled 'Field Warehouse Receipts, Collateral or No Collateral' (by Mr. Yohe) issued by the Department of Agriculture. As the Federal Reserve Bank was unable to supply us with a copy of this pamphlet, they suggested that we request one from you."

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Revised standards for grades of canned tomatoes, promulgated August 17, become effective today, September 16. The new standards set minimum limits in three grades for drained weight, percentages of whole or almost whole tomatoes, small and large pieces in the pack, color, and defects. Canned tomatoes failing to meet the requirements of any of the three grades, or of the fill of container and quality standards promulgated under the Federal Food, Drug, and Cosmetic Act of June 25, 1938, are designated as substandard."

A descriptive mimeograph of the standards is available.

## SUPPLYING INFORMATION FOR "PARTICIPATING" RADIO PROGRAMS

In radio parlance, "participating" programs are those in which advertisers buy a brief period of time, -- usually about a minute -- for their message, with the remainder of the program entertainment and information presented by the radio station. This differs from the straight "commercial" program in that the latter the advertiser presumably controls the entire program, -- entertainment, sales talks, etc.

In the field of agricultural broadcasting there has been a considerable increase in the number of these participating programs during the past year or two. The result has been an increase in requests for material for the information part of such broadcasts. Department regulations permit the furnishing of such material direct to the radio station, and in so doing make it possible for us to render the greatest possible service to the rural listeners and still not violate the regulations which prohibit the participation by Department employees in commercially sponsored programs or in the preparation of special material for such broadcasts.

Where material is supplied for these "participating" programs the stations are requested to present the Department material regularly regardless of the presence or absence of commercial sponsors, to set the information from the Department apart from commercial announcements by at least 2 minutes of music or the announcement of the station's call letters, to precede the Department information with the statement: "This is a public feature presented in cooperation with the U. S. Department of Agriculture (or Agricultural Marketing Service)". The stations are also requested to use the material from the Department in such a way that it will not give the impression directly or indirectly that the Department endorses any of the advertiser's products, or that anyone sponsors the Department's information.

The Department of Agriculture continues to look to the radio industry for broadcasting facilities, and naturally we prefer that the market news and other AMS information be presented as sustaining programs by the radio stations.

A memorandum for Chiefs of Bureaus and Offices (September 9, 1940) relative to providing Department material for participating programs was received from Morse Salisbury, Acting Director of Information for the Department. This memorandum, with additional comments relating to AMS problems in this regard, will be incorporated in an informal memorandum from Mr. Sandstrom to all market news and crop reporting offices in the field.

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A GUIDE TO COLLECTING, DESCRIBING, AND SUMMARIZING PRICE DATA, with Particular Reference to Historical Series of Local Market Prices, by Arthur G. Peterson, senior agricultural economist, has just been released by The Bureau of Agricultural Economics as a 32-page mimeographed report. Completed in 1933 for use within that Bureau, this guide is now issued for limited distribution among those engaged in price research.



## SOME FACTS ABOUT NAVAL STORES

(Continued from last issue)

In his description of the naval stores industry, V. E. Grotlisch, in charge of the Naval Stores Section, continues with a discussion of the uses of spirits of turpentine and rosin which he believes is the next logical step.

The principal use of turpentine in industry is for thinning paints and varnishes. Without some added thinner these products would be too thick and viscous to work well under the brush. Then, too, the person who applies the paint or varnish generally finds it necessary to add more thinner.

At one time the Japanese Government had a virtual monopoly on the supply of camphor, an important item of medicine, and an ingredient in celluloid and some forms of smokeless powder. Natural camphor comes from the forests of camphor trees of the Island of Formosa. High prices on the natural product stimulated our chemists to search for methods of making camphor synthetically. Today, practically all of our camphor is produced by chemical processes, the raw material being turpentine, or rather, the principal chemical compound in turpentine, namely, alpha-pinene.

Another important use is in paste shoe polish, where the turpentine serves as the solvent or softener for the waxes that make up the base of the polish. Finally, among other products in which turpentine plays a less important role, are insecticides, printing inks, adhesives and plastics, and certain medicinal preparations.

Around the home and on the farm turpentine plays an important role, aside from its use in paints. It is used for home remedies. Applied to a cut or wound from a rusty nail it helps prevent infection. Home-made cold and cough remedies often contain it, and many a sore muscle has been treated with turpentine, applied as is or as an ingredient in rubbing liniments. It is claimed to be an effective treatment for the disorder known as "athlete's foot." Few farmers are without a bottle of turpentine in the medicine cabinet or tool house.

Rosin Has Many Uses

When the ordinary person thinks of rosin, the first thing that comes to mind is the little cube of rosin used to rub on a violin bow, or the little rosin bag that the baseball pitcher uses to give him a better grip on the ball. The prize-fight fan thinks of it as the powder dusted on the floor of the fight ring to prevent slipping. The mechanic uses it as a flux in soldering. All of these, however, are only minor uses. The principal use of rosin is as a size or water-repellent in paper. Writing paper, and even newsprint paper, without sizing, would be too porous and would allow the ink to spread and strike through to the opposite side. Wrapping paper, and paper packing boxes, like those in which the grocer receives his canned goods, would not be as strong and water-resistant without the use therein of a small quantity of rosin, finely spread out on and around the cellulose fibers that go to make up the base of the sheet or board.

Next in importance in the industrial use of rosin is its use in the manufacture of soap. The principal constituent of rosin is a crystalline compound known as abietic acid, which when cooked with an alkali-like caustic soda, produces a resinate or soap. Ordinary yellow laundry soap contains about 50 percent of such rosin soap. Many of the cheaper grades of toilet soap, and most industrial soaps contain some saponified rosin.

The manufacture of varnish and lacquer requires large quantities of rosin. For this purpose, the rosin usually undergoes a preliminary treatment to make it harder and more weather-resistant, by combining it with glycerine, phthalic anhydride, or other chemical agents, to produce the so-called ester gum or synthetic rosins. When these are cooked up and combined with linseed oil or tung oil (also known as China wood oil) in a kettle over a hot fire, the product that results is our present-day varnish. When a pigment or insoluble coloring material is incorporated in the varnish, the product is known as a lacquer or enamel.

Rosin goes into the manufacture of many chemical and pharmaceutical preparations, such as body plasters and the adhesive tape that the doctor uses to bind up a wound or strap up a torn muscle or dislocated joint. When rosin is heated to a high temperature, it undergoes decomposition, giving rosin oil which is used to make printing ink and axle grease. Among other products in which rosin is used are linoleum and other floor coverings, adhesive and plastic preparations, foundry core oils, matches, shoe polish, shoes, insulating materials, insecticides, and a host of various kinds of articles too numerous to mention. Few of us realize the extent to which the naval stores industry, and its chief products -- rosin and turpentine, -- enter into our daily lives, occupations, and the (pursuit of) happiness that we call well-being.

#### Marketing Naval Stores Under Act

In the preceding paragraphs and in the earlier installment, we have described some of the principal products that come under the term "naval stores," how they are produced, and some of their uses. In the marketing of these commodities, the Agricultural Marketing Service enters the picture, in putting into effect the provisions of the Federal Naval Stores Act. This law may be considered as having three general purposes, which briefly stated, are: (1) the exercise of control over interstate commerce in spirits of turpentine and rosin, in order to prevent the sale of adulterated, misbranded, or misgraded turpentine and rosin, or the use of fraudulent practices in the sale of such naval stores; (2) the maintenance of a Federal inspection service under which a person having an immediate interest in any naval stores may have the same analyzed, classified, or graded, on request, by the Department; (3) the establishment of official standards of the United States for naval stores, and, in the case of the rosin standards, also known as "types," the furnishing of duplicates thereof for use in grading rosin.

Elaborating on the first feature of the act, the regulatory provisions cover many different elements of control. In the first place, each of the four different kinds of spirits of turpentine (which we will call "turpentine" for short) must be labeled, sold, and shipped under or by reference to its own standard of identity, these standards being designated, respectively, as "gum spirits of turpentine," "steam distilled



wood turpentine," "destructively distilled wood turpentine," or "sulphate wood turpentine," as the case may be. There being no standard for mixtures of any two or more kinds of turpentine, no such mixture may be sold. Since a mixture of any kind of turpentine with a foreign, i.e., a non-turpentine material, such as a mineral oil, would not conform with any of the standards, no such mixture may be described or sold as turpentine.

In the case of rosin, it must be described by its proper classification, i.e., as "gum rosin" or "wood rosin," as the case may be, and also by one of the grades provided by the act itself, or by the Secretary of Agriculture, where suitable grades were not prescribed by the act. These grades will be further described later. It is unlawful to mark or sell a barrel of rosin by grade, which is other than what it is represented to be.

Another provision of the act places restrictions on the use of the word "turpentine" and the word "rosin." Neither of these words, nor any imitation or abbreviation thereof, may be used in describing, selling, offering for sale, or shipping anything other than a pure, genuine article of naval stores that conforms with the standards. Under this restriction, the use of such terms as "substitute turpentine," or "sub turps," or "terebentine" to describe cheaper substitute paint thinners, consisting in whole or in part of mineral oil, is outlawed.

Finally, the act prohibits the use of any false, misleading, or deceitful word or practice in the sale of naval stores or of anything offered as such or of competing articles. Failure to deliver the kind, grade, or quantity indicated on a label or invoice would fall under this provision. For example, willful or continued slack filling of containers of turpentine comes under this restriction.

#### Expert Federal Graders Available

Under the service feature of the Naval Stores Act, producers and dealers in rosin can have the classification and grading of their products performed by expert Federal graders. Most of the grading service performed by the Government graders is done for gum rosin producers at the stills where the rosin is made, before it enters the channels of commerce. The gradings are generally made, under seasonal requests, at regular intervals or under a schedule of travel that meets the need of the producer and enables the inspector to cover the assignments at a minimum cost to the Government. Weekly, biweekly, or monthly inspections are made, depending on the location of the still and the quantity of rosin produced from day to day. The production season extends from early spring to about the end of December or middle of January. From time to time inspections are also made on lots of turpentine made ready for shipment, when a purchaser desires the Department to issue a certificate giving its stamp of approval of the material to be shipped.

A purchaser or prospective purchaser who wishes to assure that the naval stores he has bought is up to grade, can request an inspection before the shipment moves, or, if on receipt of a consignment, he has reason to question the quality of same, he can request an examination of the goods, in order to obtain an expert and unbiased opinion on which to determine whether he has grounds for rejection or a claim for a refund or

other adjustment. If the packages of naval stores are personally sampled by a qualified Government representative, a certificate is rendered. If no qualified inspector is available, however, the person making the request may submit samples of his own taking, in which case the results of any examination made thereon are given in the form of a letter report covering only the samples as received. Fees are charged for the services rendered, and additional charges are made to cover costs where any extra time and travel are involved in the performance of the requested service. The proceeds are turned into the Treasury as miscellaneous receipts.

The standards for turpentine under the act are standards of identity, as previously pointed out. To meet either of these standards the turpentine must agree with the description of source and method of production prescribed by the act and the regulations thereunder, as well as conform with specifications which describe the quality of such turpentine that is acceptable for the ordinary purposes for, or processes in which the article is generally used. Grades for turpentine have not yet been set up under the Naval Stores Act, but there is evidence that these will be required before very long.

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RECENT REPORTS AND RELEASES  
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FARMERS' BULLETIN

THE USES OF ALFALFA, Farmers' Bulletin No. 1839, has just come from the press. It is the joint work of H. L. Westover, senior agronomist, Division of Forage Crops and Diseases, Bureau of Plant Industry, and W. H. Hosterman, marketing specialist, Grain and Seed Division, of the AMS. The bulletin revises and supersedes Farmers' Bulletin 1229, entitled "Utilization of Alfalfa."

Alfalfa is the most important forage crop in the United States. In 1938 there were 13,462,000 acres, which produced 28,858,000 tons of hay in addition to seed and some pasturage. The uses of alfalfa, particularly as a forage crop, are set forth in this bulletin, and suggestions are offered that may be helpful in making utilization of the crop more efficient and more generally satisfactory.

FARM FLASHES (Radio)

FIELD SEEDS CARRYOVER.  
HYBRID CORN TAKES OVER.

PRESS RELEASES

FARM PRODUCT PRICES MAKE SMALL ADVANCE. (Aug. 29.)  
RAPID GROWTH OF EGG BREAKING INDUSTRY MAINTAINED IN 1939. (Aug. 31.)  
MORE THAN HALF OF MIDDLE WEST CORN ACREAGE PLANTED TO HYBRIDS.  
(Sept. 9.)  
FIRST 1940 U. S. COTTON QUALITY REPORT SEPTEMBER 23. (Sept. 9.)  
ANNOUNCE 1,459 COTTON GROUPS APPROVED FOR FREE CLASSING. (Sept. 14.)



RELEASED TO EXTENSION EDITORS

SEED GROWERS' DECLARATIONS AS TO VARIETY ARE SUBJECT TO INSPECTION  
UNDER FEDERAL SEED ACT. (To editors in all States.)

LIST

STATE AGRICULTURAL DEPARTMENTS AND MARKETING AGENCIES WITH NAMES  
OF OFFICIALS are listed in a mimeograph just released. This list is as  
of June 1940.

MARKET SUMMARIES

MARKETING NORTHWESTERN ONIONS, SUMMARY OF THE 1939-40 SEASON,  
Oregon, Washington, Idaho, by C. J. Hansen, Portland, Oreg.

MARKETING THE ONION CROP, Winter Garden and Eagle Pass Districts,  
Tex., a preliminary review by A. K. Bredin, Crystal City, Tex.

MARKETING NORTHWESTERN PEARS, 1939-40 Season, by L. B. Gerry and  
L. S. Fenn, Seattle, Wash.

MARKETING POTATOES, KAW VALLEY, KANS., ORRICK DISTRICT, MO., ARKAN-  
SAS, OKLAHOMA, SUMMARY OF 1939 SEASON, by R. E. Corbin, Kansas City, Mo.

REPORTS

TOBACCO INSPECTION, MARKET NEWS, AND DEMONSTRATION SERVICES (Bur-  
ley), by Hugh W. Taylor, senior marketing specialist, Tobacco Division.  
This multilith paper outlines the development of tobacco inspection and  
market news and discusses this work. It contains a brief of classifica-  
tion of leaf tobacco by class and type. A map shows the tobacco-growing  
districts by types.

LIQUID EGG PRODUCTION, 1938-39. This report was prepared by R. F.  
Moore, assistant agricultural statistician, and B. H. Bennett, agricultural  
statistician, Division of Agricultural Statistics.

STANDARDS

UNITED STATES STANDARDS FOR GRADES OF CANNED TOMATOES were pro-  
mulgated by Grover B. Hill, Acting Secretary of Agriculture, August 17  
and become effective on and after September 16, 1940. These standards  
supersede all standards for canned tomatoes previously promulgated.

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INSTRUCTIONS, REGULATIONS, RULINGS  
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BULK MAILINGS TO BE WITHHELD FROM  
MAILS DURING CHRISTMAS HOLIDAY RUSH

The postmaster at Washington, D. C., V. C. Burke, has made his annual plea that Government Departments withhold from the mails during the period from December 10-26, "all bulk mailings of pamphlets, books, forms, and other printed matter." He states that such material seriously interferes with the expeditious handling of the Christmas holiday mails and on account of its weight often causes damage to Christmas parcels.

The Business Manager suggests that requests for supplies be made by regional and field offices sufficiently early so that delivery can be completed before December 10.

FIELD OFFICES ASKED TO COOPERATE IN  
EXPEDITING PAYMENT OF RENTAL VOUCHERS

A memorandum of September 3, 1940, from the Business Manager advises that in many instances considerable delay occurs in the preparation and rendition of vouchers covering rental of space. The Business Manager requests that field offices prepare vouchers covering rental of office space under contract as early as possible after the close of the month and submit them directly to the Section of Budget and Accounts in Washington, rather than through the Washington division office, in order that rental payments may be expedited.

VOLUNTARY CONTRIBUTIONS TO C.S.  
RETIREMENT AND DISABILITY FUND

The Civil Service Commission has issued a table showing the growth of voluntary contributions which may be made to the Civil Service contributions which may be made to the Civil Service retirement fund by employees coming under the Retirement Act. (See opposite page.) The making of these voluntary contributions and the procedure connected therewith are discussed on page 12 of The A.M.S. News of May 1, 1940 (Vol. 2, No. 9). This article should be reviewed by all employees who desire to take advantage of contributing additional sums for larger annuities, in accordance with the rules and regulations issued under the provisions of the Retirement Act.

This table has been prepared by the Actuarial Section of the Civil Service Commission, and shows the growth of (a) single voluntary deposits, and (b) annual voluntary deposits of \$25 or stated multiples thereof, if made at the beginning of the fiscal year for periods from 1 to 30 years, with interest at 3 percent compounded annually.



TABLE SHOWING THE GROWTH OF (A) SINGLE VOLUNTARY DEPOSIT, AND (B) ANNUAL VOLUNTARY DEPOSITS, OF \$25, OR STATED MULTIPLES THEREOF, IF MADE AT THE BEGINNING OF THE FISCAL YEAR FOR PERIODS FROM ONE TO THIRTY YEARS, WITH INTEREST AT 3 PERCENT COMPOUNDED ANNUALLY, FOR THE PURCHASE OF ADDITIONAL ANNUITY AT RETIREMENT AS PROVIDED UNDER THE CIVIL SERVICE RETIREMENT ACT, AS AMENDED AUGUST 4, 1939.

RECAPITULATION SHOWS FOR A PERIOD OF 30 YEARS THE TOTAL PRINCIPAL INVESTED, THE TOTAL INTEREST EARNED AND THE TOTAL AMOUNT INCLUDING INTEREST

VOLUNTARY DEPOSITS													
\$25		\$50		\$75		\$100		\$500		\$1000			
SINGLE DE- POSIT OF \$25 WITH INTEREST	ACCUMULATIONS OF ANNUAL DE- POSITS OF \$25 WITH INTEREST	SINGLE DE- POSIT OF \$50 WITH INTEREST	ACCUMULATIONS OF ANNUAL DE- POSITS OF \$50 WITH INTEREST	SINGLE DE- POSIT OF \$75 WITH INTEREST	ACCUMULATIONS OF ANNUAL DE- POSITS OF \$75 WITH INTEREST	SINGLE DE- POSIT OF \$100 WITH INTEREST	ACCUMULATIONS OF ANNUAL DE- POSITS OF \$100 WITH INTEREST	SINGLE DE- POSIT OF \$500 WITH INTEREST	ACCUMULATIONS OF ANNUAL DE- POSITS OF \$500 WITH INTEREST	SINGLE DE- POSIT OF \$1000 WITH INTEREST	ACCUMULATIONS OF ANNUAL DE- POSITS OF \$1000 WITH INTEREST	YEARS	
(A)	(B)	(A)	(B)	(A)	(B)	(A)	(B)	(A)	(B)	(A)	(B)		
\$ 25.75	\$ 25.75	\$ 51.50	\$ 51.50	\$ 77.25	\$ 77.25	\$ 103.00	\$ 103.00	\$ 515.00	\$ 515.00	\$ 1,030.00	\$ 1,030.00	1	
26.52	52.27	53.05	104.55	79.57	156.82	106.09	209.09	530.45	1,045.45	1,060.90	2,090.90	2	
27.32	79.59	54.64	159.19	81.95	238.77	109.27	318.36	546.36	1,591.81	1,092.73	3,183.63	3	
28.14	107.73	56.28	215.47	84.41	323.18	112.55	430.91	562.75	2,154.56	1,125.51	4,309.14	4	
28.98	136.71	57.96	273.43	86.95	410.13	115.93	546.84	579.64	2,734.20	1,159.27	5,468.41	5	
29.85	166.56	59.70	333.13	89.55	499.68	119.41	666.25	597.03	3,331.23	1,194.05	6,662.46	6	
30.75	197.31	61.49	394.62	92.24	591.92	122.99	789.24	614.94	3,946.17	1,229.87	7,892.33	7	
31.67	228.98	63.34	457.96	95.01	686.93	126.68	915.92	633.39	4,579.56	1,266.77	9,159.10	8	
32.62	261.60	65.24	523.20	97.86	784.79	130.48	1,046.40	652.39	5,231.95	1,304.77	10,463.87	9	
33.60	295.20	67.20	590.40	100.79	885.58	134.39	1,180.79	671.96	5,903.91	1,343.92	11,807.79	10	
34.61	329.81	69.21	659.61	103.82	989.40	138.42	1,319.21	692.12	6,596.03	1,384.23	13,192.02	11	
35.64	365.45	71.29	730.90	106.93	1,096.33	142.58	1,461.79	712.88	7,308.91	1,425.76	14,617.78	12	
36.71	402.16	73.43	804.33	110.14	1,206.47	146.85	1,608.64	734.27	8,043.18	1,468.53	16,086.31	13	
37.81	439.97	75.63	879.96	113.44	1,319.91	151.26	1,759.90	756.30	8,799.48	1,512.59	17,598.90	14	
38.95	478.92	77.90	957.86	116.85	1,436.76	155.80	1,915.70	778.98	9,578.46	1,557.97	19,156.87	15	
40.12	519.04	80.24	1,038.10	120.35	1,557.11	160.47	2,076.17	802.35	10,360.81	1,604.71	20,761.58	16	
41.32	560.36	82.64	1,120.74	123.96	1,681.07	165.28	2,241.45	826.42	11,207.23	1,652.85	22,414.43	17	
42.56	602.92	85.12	1,205.86	127.68	1,808.75	170.24	2,411.69	851.22	12,058.45	1,702.43	24,116.86	18	
43.84	646.76	87.68	1,293.54	131.51	1,940.26	175.35	2,587.04	876.75	12,935.20	1,753.51	25,870.37	19	
45.15	691.91	90.31	1,383.85	135.46	2,075.72	180.61	2,767.65	903.06	13,838.26	1,806.11	27,676.48	20	
46.51	738.42	93.01	1,476.86	139.52	2,215.24	186.03	2,953.68	930.15	14,768.41	1,860.30	29,536.78	21	
47.90	786.32	95.81	1,572.67	143.71	2,358.95	191.61	3,145.29	958.05	15,726.46	1,916.10	31,452.88	22	
49.34	835.65	98.68	1,671.35	148.02	2,506.97	197.36	3,342.65	986.79	16,713.25	1,973.59	33,426.47	23	
50.82	886.48	101.64	1,772.99	152.46	2,659.43	203.28	3,545.93	1,016.40	17,729.65	2,032.79	35,459.26	24	
52.34	938.82	104.69	1,877.68	157.03	2,816.46	209.38	3,755.31	1,046.89	18,776.54	2,093.78	37,553.04	25	
53.91	992.73	107.83	1,985.51	161.74	2,978.20	215.66	3,970.97	1,078.30	19,854.84	2,156.59	39,709.63	26	
55.53	1,048.26	111.06	2,096.57	166.60	3,144.80	222.13	4,193.10	1,110.64	20,965.48	2,221.29	41,930.92	27	
57.20	1,105.46	114.40	2,210.97	171.59	3,316.39	228.79	4,421.89	1,143.96	22,109.44	2,287.93	44,218.85	28	
58.91	1,164.37	117.83	2,328.80	176.74	3,493.13	235.66	4,657.55	1,178.28	23,287.72	2,356.57	46,575.42	29	
60.68	1,225.05	121.36	2,450.16	182.04	3,675.17	242.73	4,900.28	1,213.63	24,501.35	2,427.26	49,002.68	30	

STATEMENT SHOWING, AT END OF THIRTY YEARS, THE ACTUAL INVESTMENT, THE INTEREST EARNED AND THE TOTAL AMOUNT OF THE VOLUNTARY DEPOSIT ACCOUNT											
INVESTMENT	25.00	750.00	50.00	1,500.00	75.00	2,250.00	100.00	3,000.00	500.00	15,000.00	1,000.00
INTEREST EARNED	35.68	475.05	71.36	950.16	107.04	1,425.17	142.73	1,900.28	712.63	9,501.35	1,427.26
TOTAL AMOUNT	60.68	1,225.05	121.36	2,450.16	182.04	3,675.17	242.73	4,900.28	1,213.63	24,501.35	2,427.26

THE ADDITIONAL ANNUITIES PURCHASEABLE WITH ABOVE AMOUNTS ARE OBTAINABLE BY APPLICATION OF APPROPRIATE FACTORS											
NONFORFEITURE ANNUITY FACTORS				FORFEITURE ANNUITY FACTORS							
AGE	MALE	FEMALE		AGE	MALE	FEMALE					
62	.0736495	.0731529		62	.0943040	.0838715					
65	.0654623	.0773316		65	.1041667	.0914328					
70	.0574349	.0876271		70	.1259287	.1079331					

UNITED STATES CIVIL SERVICE COMMISSION  
RETIREMENT DIVISION  
LEWIS H. FISHER, CHIEF  
M. V. CARTER, ASST-CHIEF  
LAURENCE A. BALDWIN, ACTUARY

ACTUARIAL SECTION

JANUARY 25, 1940





## SAFETY TRAINING -- A NECESSARY FUNCTION OF SUPERVISION

The Director of Personnel has just released the second annual Department accident report. This report indicates that the calendar year 1939 was marked by significant progress in the reduction of accidents in the Department of Agriculture. The number of fatal injuries per million man hours dropped 40 percent, and the number of nonfatal injuries dropped 23 percent. The Director states that "this achievement is a real tribute to safety-minded men in the field who are working constantly to remove accident hazards and to train employees in safe work habits." The report reveals a total of 90 deaths and 7,580 nonfatal injuries during 1939. These accidents occurred throughout the country at widely scattered places and therefore affected only a relatively small portion of the total personnel. Consequently they attracted little attention in the day-to-day business of the Government; yet, when accumulated over a period of a year's time, they present an alarming total.

Good safety work is largely a matter of education in carefulness. To provide such education is the primary responsibility of supervisory officials. A safety program is justified by economic as well as humanitarian considerations. Every accident incapacitates the employee who is the unfortunate victim, destroying, for a short time or permanently, his ability to contribute to the work of the Department. The cost of accidental injuries is burdensome to the Department as well as to the employees affected. Of the 90 who were killed last year, many were highly skilled workers who had been trained over a period of years. The 7,580 nonfatal injuries created financial obligations as well as loss of effective workers.

The reduction in accidents since 1938 is very encouraging. It shows what might be done in the future through Department-wide training efforts. There is still much room for improvement. Eighty-one of the 90 fatalities in 1939, for example, were preventable. Thousands of nonfatal injuries resulted from causes which can be controlled. Everyone in the Department should be constantly on the alert for accident hazards. By isolating and removing the causes of accidents at every opportunity, we can continually improve our accident record.

While the report shows no fatal accidents in the Agricultural Marketing Service during the calendar year 1939, there were 12 nonfatal accidental injuries, some of which might have been averted. The injuries reported involved 2 automobile accidents and 10 miscellaneous accidents, including toppling file cabinets and injuries in connection with inspection and sampling operations in railroad yards and at other points.

Supervisory field officers should make safety training a part of their general program, not only in connection with the orientation of new employees in their new work environment, but also in the case of our older employees who are constantly confronted with work hazards in their day-to-day operations.

NEW ADMINISTRATIVE  
PROMOTION POLICY

In accordance with the terms of the provisions in the Agricultural Appropriation Act for the present fiscal year, the following statement of policy has been determined upon and will govern the making of administrative within-grade promotions during the fiscal year 1941:

1. The total amount used on an annual basis for administrative within-grade promotions shall not exceed the sum determined by the Bureau of the Budget to be available, provided that these amounts can be saved from turnover, vacancies, and other savings in the cost of personal services.
2. Only employees who are eligible for within-grade promotion by reason of efficiency rating or records and are covered by the following formula may receive a within-grade promotion:
  - a. Eligible employees in grades having a minimum salary of \$3200, or above, who, on June 30, 1940, have not had a promotion since June 30, 1935. (Grades P-3, CAF-9, and above.)
  - b. Eligible employees in grades having a minimum salary of less than \$3200, who, on June 30, 1940, have not had a promotion since June 30, 1937. (Grades P-2, CAF-8, and below, and grades of the subprofessional and custodial services.)

(The term "promotion" as used in the above formula means any increase in compensation to an individual from an administrative within-grade promotion or an increase in salary as a result of advancement to a higher grade, either to fill a vacancy or by reallocation of the person's position.)
3. The date of last promotion will be based upon service in other departments or agencies as well as in the Department of Agriculture.
4. No employee shall receive more than one step of administrative within-grade promotion, for any cause, during the fiscal year.

The formula indicated above to be employed in connection with administrative within-grade promotions will apply only to the regular employees of the Service who are paid from funds allotted under the current Agricultural Appropriation Act. It will also be noted from the formula that during this fiscal year, it will not be possible to grant administrative within-grade promotions to any employee who does not meet the established requirements, however deserving such an employee may be. The Service is also limited in the amount of funds that will be available for within-grade promotions in that it will be confined to savings which can be made from turnover, vacancies, and reductions in the cost of personal services. Therefore, it may not be possible to promote all employees who have not received promotions since the dates indicated in the formula, but in recommending such promotions, full consideration will be given to each employee falling in the eligible groups.



## AMS RED CROSS UNIT MAKES FINE RECORD OF WORK ACCOMPLISHED

Red Cross workers in the AMS have reason to be proud of their record of work accomplished, according to a report from Miss Viola E. Reece of the Packers and Stockyards Division.

The need for volunteers for Red Cross work was brought to the attention of the Agricultural Marketing Service early in June. At that time the Department Welfare Association was organizing a War Relief Unit similar to the one which functioned during the World War. Our Welfare Committee sponsored the organization of such a unit in the Agricultural Marketing Service, and Miss Reece was made chairman and a subchairman was designated for each of the other divisions to assist her. The work of the Unit consists of knitting and sewing, the yarn and other materials being furnished by the Red Cross.

Work actually got under way about the middle of June. Since that time 23 sweaters, 23 hospital garments, 8 dresses, 12 baby garments, 1 pair of overalls, 1 knit cap, and one shawl have been finished by AMS workers and turned over to the Red Cross. Credit must go to the Division of Agricultural Statistics for a great deal of this work, Miss Reece reports. One member of that Division has knit 6 sweaters and 1 cap and another member has made 5 dresses and 1 pair of overalls. Uncompleted work now in the hands of our women includes the following: 33 sweaters, 5 shawls, 6 scarfs, 2 caps, 4 pairs of children's hose, and 10 garments to be sewed.

Miss de Graffenried Woolly, the representative from the Red Cross who has charge of the work for this Department, is highly pleased with the work that has been accomplished by the AMS Unit.

The wives of 3 of the men in the Agricultural Marketing Service are assisting Miss Woolly several hours each week in the workroom. This is greatly appreciated as she is in need of help.

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COMMENTS FROM THE PRESS  
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The MARKET GROWERS JOURNAL of August 15, 1940, carries a summary by Paul Work of the recent mimeographed report by J. W. Park, Fruit and Vegetable Division, entitled "Dealer Service in the Fresh Fruit and Vegetable Industry." This journal is a trade paper for commercial vegetable growers. Mr. Work introduces his summary with comments from which we quote:

"Mr. Park's report offers a very comprehensive and able analysis of the various forms of dealer service and of the desirability of its being sponsored by various groups and on various commodity bases. The question arises whether it ought to be carried out on a broad basis of promoting consumption of all fruits and vegetables or whether it ought to be narrowed down to specific products or even individual brands of products."

ARTICLES EDITED FOR  
OUTSIDE PUBLICATION

The following articles were edited during August for use in proceedings or periodicals named:

- Allen, Leland N.: Importance of Sampling and of Accuracy in Inspecting Under the Federal Seed Act. Address, Meeting Control Officials, State College, Miss., Aug. 16, 1940.
- Clay, Harold J.: Announcement of Practically Unchanged Peanut Diversion Program Follows Estimate of Largest Peanut Crop on Record. For The Peanut Journal and Nut World. (Suffolk, Va.)
- Edler, George C.: Seed Forecasts and Estimates of the Crop Reporting Board - How They are Made. Address, Meeting, Indiana Wholesale Seed Dealers' Association. French Lick, Ind., Aug. 2, 1940.
- Gerdes, F. L., and Bennett, C. A.: Speeding Up Gin Saws to Improve Ginning Quality and Efficiency. For Cotton Ginners' Journal, Oct. 1940.
- Hamann, Henry G. F.: Government Egg Grading in the Middle West. Address, Marketing School, University of Maryland, September 1940.
- Hamann, Henry G. F.: Government Poultry Grading Program. Address, Marketing School, University of Maryland, September 1940.
- Miller, F. W.: Administration of the Packers and Stockyards Act. Address, Meeting, Interior Nebraska Auction Market Association, Grand Island, Nebr., Aug. 11, 1940.
- Nickerson, Dorothy: History of the Munsell Color System. For Journal of the Optical Society.

STAFFS OF NEW SECRETARY'S AND NEW  
UNDER SECRETARY'S ARE ANNOUNCED

The staff in the immediate Office of Secretary Wickard, according to his announcement on September 5, will be:

James L. McCamy, assistant to the Secretary, who will deal generally with the Secretary's work and who will continue as liaison officer with the defense agencies. In the work growing out of the defense program he will be assisted by Don Parel. Mr. Parel's room number is 220, his telephone branch 4216.

Leon O. Wolcott, assistant to the Secretary, continuing with his present duties.

Carl Hamilton, who has been acting as assistant to Mr. Wickard while the latter was Under Secretary, and who will act now as an assistant to the Secretary.

Herbert Parisius, on detail from the Farm Security Administration, acting as an assistant to the Secretary. Mr. Parisius is State director for Farm Security Administration in Wisconsin.

As Under Secretary Mr. Appleby will be assisted by Ralph Olmstead, on detail from the Office of Personnel. Special assistants attached to Mr. Appleby's office will be Frank J. Sette, room 210, Extension 321, and Stanley P. Williams, room 209, extension 322.



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HERE AND THERE  
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Last week Mr. Reed, and Charles E. Gage, in charge of the Tobacco Division, took a trip through the flue-cured tobacco areas of North Carolina, South Carolina, and Virginia. They visited auction markets, attended demonstrations being held at farms by officials of the Tobacco Division, visited field offices, and inspected operations of the market news service.

Grant E. Morris, of the Division of Agricultural Statistics, who holds a commission as First Lieutenant in the Army Reserve Corps, has been ordered to report to Fort Bragg, N. C., for a year's assignment to duty. Mr. Morris has the distinction of being the first member of that Division to be called to the colors under the new defense program. He took a few days' annual leave before reporting to Fort Bragg on September 15.

William F. Callander, head agricultural statistician in charge of the Division of Agricultural Statistics, is making a trip, from September 12 to November 10, to the States of Minnesota, Montana, Idaho, Washington, Oregon, California, Arizona, New Mexico, Texas, Oklahoma, Nebraska, Illinois, and Indiana, to confer with cooperating commissioners of agriculture and agricultural college officials relative to the further development of cooperative crop reporting work. Mr. Callander will also interview farm leaders with respect to desired improvements in kinds of agricultural information collected and released, and will inspect work of State field offices, and accompany State statisticians on field trips to collect information and interview crop reporters.

William G. Meal, in charge of the Fruit and Vegetable Division, attended the meeting of the Potato and Vegetable Growers Council of the Northeastern States held in New York City September 14. The discussions related to the activities of the Fruit and Vegetable Division.

Professor John Naab of the teaching staff of the Philadelphia Textile School was a visitor in the Division of Cotton Marketing on Thursday, September 12. He spent the day in the laboratories, getting acquainted with our cotton research program and techniques for measuring fiber properties.

Hugh W. Taylor, Tobacco Division, conducted demonstrations at Greensboro, N.C., the latter part of last week, in sorting and preparing tobacco for market. The meetings were arranged by R. A. Hill, Negro County Agent, and the demonstrations were made for the benefit of Negro tobacco growers in Guilford County.

W. H. Hosterman, Grain and Seed Division, spent the period from September 9 to 15 in travel to Culpeper, Calverton, Charlottesville, Lahore, and Berryville, Va., for the purpose of arranging and conducting hay standardization and inspection meetings.

R. H. Black, Grain and Seed Division, will spend 2 weeks in the field, beginning September 15, conferring with members of the Division, officials of State departments of agriculture and agricultural colleges, and with the grain trade, with reference to methods and apparatus used in grain inspection. His itinerary includes Louisville, Cincinnati, Indianapolis, Chicago, Peoria, Milwaukee, Minneapolis, Duluth, Sioux City, and Omaha.

William Broxton, Division of Agricultural Statistics, attended a meeting of the North Atlantic Chapter of the Association of Refrigerated Warehouses, American Warehousemen's Association, held in Atlantic City on September 13. He will extend his trip into the New England States to discuss the work of cold storage reporting with various State officials and cooperators in the cold storage industry. Mr. Broxton will be back at his desk about October 1.

H. E. Bufkin, chief accountant, Packers and Stockyards Division, left Washington September 7 to visit Chicago and Kansas City for the purpose of conferring with field accountants regarding the progress of the work now under way pertaining to the investigation of stockyard rates at National Stockyards, Ill.

B. H. Mizell, supervisor of inspection on fire-cured tobacco markets of Kentucky and Tennessee, and J. F. Hart, associate tobacco inspector, recently attended the Tennessee State Fair at Nashville and classified tobacco exhibits entered for competition at the Fair.

The following new appointees have been assigned as meat graders in the Livestock, Meats, and Wool Division and reported for duty as indicated below:

Orville H. Sexauer, junior marketing specialist, at  
Seattle, Wash., September 5.

Zacheus A. Hobbs, assistant marketing specialist, at  
New York City, September 9.

Duffie E. Flory, assistant marketing specialist, at  
Los Angeles, Calif., September 3. After a temporary training period of 2 weeks, Mr. Flory will report at his permanent headquarters in San Francisco.

Fenelon E. Johnson, assistant marketing specialist,  
at Chicago, Ill., September 3.

G. A. Collier, Grain and Seed Division, has been in the field for a period of 2 weeks conferring with field representatives of the Division, rice millers, and commercial correspondents with respect to the conduct of the market news service. His itinerary included Atlanta, Memphis, New Orleans, Houston, Stuttgart, Enid, Kansas City, and Chicago.

Myron P. Jacoby, accountant, Packers and Stockyards Division, is spending some time in Pittsburgh and Cleveland auditing the books of the market agencies at those markets.



Joseph A. Ewing, agricultural statistician, Division of Agricultural Statistics, on September 11, went to Parkersburg, W. Va., to meet G. D. Harrell, assistant agricultural statistician of Ames, Iowa. From that point Messrs. Ewing and Harrell will proceed to Ohio, Indiana, Illinois, Iowa, Missouri, Kansas, Nebraska, South Dakota, and Minnesota, to make corn counts in sample fields at 10 mile intervals. Ear counts, measurements, and general field observations will be made in each sample field. This is a continuation of a project which has been conducted consecutively over the past 4 years and is a part of the Division's program for improving sampling and estimating techniques through development of objective methods of determining yields per acre.

John S. Campbell, of the Chicago office, Livestock, Meats, and Wool Division, will address the Livestock Marketing Meeting of Ford County, Ill., to be held October 7. His subject will be "Interpretation of Present Livestock Situation."

M. O. Cooper, Packers and Stockyards Division, left Washington September 2 to visit the markets at Knoxville, Chattanooga, Nashville, Birmingham, Montgomery, New Orleans, and Atlanta for the purpose of conferring with division employees, members of the trade, and others in the interest of the enforcement of the Packers and Stockyards Act. He will return to Washington about September 18.

J. F. Welch, in charge of the San Francisco office of the Grain and Seed Division, recently judged the grain, hay, bean, and seed exhibits at the San Joaquin County Fair at Stockton, Calif.

Leonard J. Watson of the Division of Cotton Marketing left Washington on September 15 for Stoneville and other points in Mississippi, where he will assist in making a study of packaging of cotton at gins as related to subsequent cutting of the cotton during compression.

G. E. Casey, junior agricultural statistician at Helena, Mont., Division of Agricultural Statistics, will report to Washington on September 25 to assist with the preparation of the September 15 price report, which will be released on September 30.

C. A. Briggs, weighing engineer, recently visited the markets at New York, Jersey City, Boston, and Philadelphia for the purpose of conferring with division employees and members of the trade regarding livestock and live poultry scales and weighing matters, to observe weighing operations, and to supervise scale tests at those markets.

Miss Helen P. Robertson is the latest addition to the staff of the Division of Cotton Marketing. On September 9 she began a temporary assignment in the Cottonseed Products Section, under the direction of G. S. Meloy. Miss Robertson is the sister of Elsie Robertson Knoll, for several years a member of the Cotton Division staff.





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# The News

★ OCT 12 1940 ★  
U. S. Department of Agriculture

ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D.C.

October 1, 1940

Vol. 3, No. 7

## MARKETING OFFICIALS CONVENTION MEETS IN BOSTON, OCTOBER 7-11

The National Association of Marketing Officials will hold its 1940 meeting in Boston, October 7-11. In addition to the business sessions, tentative plans include a market tour through Maine, New Hampshire, Massachusetts, and Vermont, where meetings of the convention will also be held.

S. R. Newell, Assistant to the Chief, will take part in the program by presenting a report on grade terminology. He will discuss the subject of "Carrying Grades to the Consumer." William G. Meal, in charge of the Fruit and Vegetable Division, will take part in discussions relating to fruits and vegetables.

J. R. Cavanagh, of the Marketing Information Division, will report the meeting again this year, as in the last 2 years, and he will assist in the preparation of the proceedings. E. J. Rowell, of that Division, will also be present, to assist with radio information.

The New England Food Exposition, meeting in Boston, October 5-13, has invited the marketing officials to attend one of its sessions.

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## DIVISION GRADES DRY SKIM MILK FOR BRITISH PURCHASING COMMISSION

The Division of Dairy and Poultry Products has been requested to provide complete service for the sampling, weighing, laboratory analysis, and grading of substantial quantities of dry skim milk for the British Purchasing Commission at New York City. The Division will also supervise the loading of such purchases for the Commission.

Branch offices of the Division of Dairy and Poultry Products at Chicago, Dubuque, and St. Paul are handling this work for the present but other offices may be called upon to assist if purchases of dry skim milk are made in their territories. Purchases to date (October 1) total 51 carloads of 200 barrels, or 40,000 pounds each.

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A photograph and biographical sketch of our Chief appears in this month's issue of the Federal Crop Insurance Corporation "Newsletter." Mr. Kitchen is a member of the FCIC board of directors.

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## LET'S GET BETTER ACQUAINTED

Two more "old timers" make their bow in the "Let's Get Better Acquainted" series.

Roy C. Potts

Mr. Potts has been a division leader for more than 25 years--longer than any other division head in our organization. He was appointed February 1, 1915, to investigate methods and practices of marketing and distributing dairy products and to direct the work of subordinates engaged in similar investigations. Since that date he has been administratively in charge of the work of the Division of Dairy and Poultry Products-- first in the Bureau of Markets, next in the Bureau of Markets and Crop Estimates, then the Bureau of Agricultural Economics, and now the Agricultural Marketing Service. He has been responsible for the development of the market news service and the grading and inspection services on dairy and poultry products. Before coming to the Department, he was for 9 years Professor of Dairying at the Oklahoma Agricultural and Mechanical College and in charge of dairy instruction, demonstration, and investigational work.

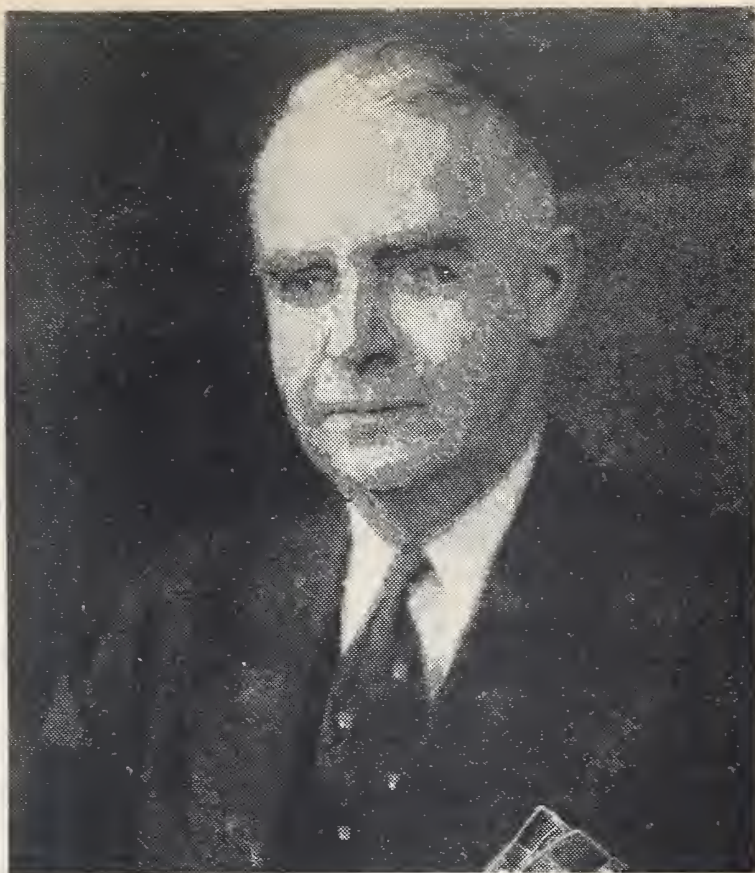
Mr. Potts was born at Washington, Mich., May 21, 1881. He majored in animal and dairy husbandry at the Michigan Agricultural College and was graduated from that institution with the degree of B. S. in 1906.

H. S. Yohe

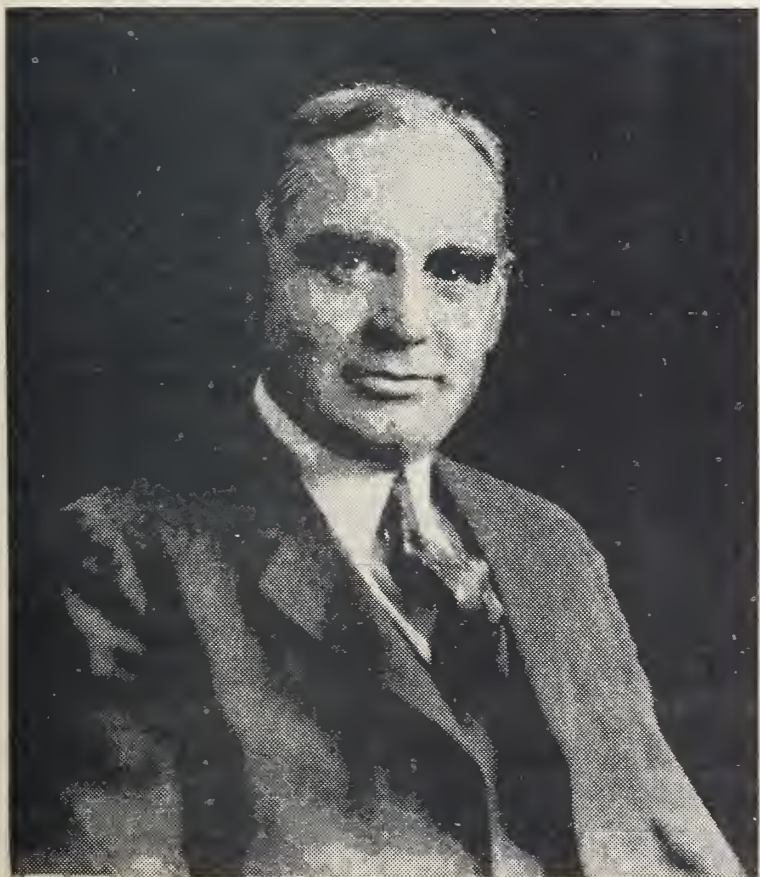
Mr. Yohe, who has been directing the administration of the U. S. Warehouse Act since October 1, 1921, may well be called a career man in the Government service. He was appointed in December 1908 to the Civil Service Commission, where he held the position of Clerk-Examiner for 2-1/2 years. In May 1911, he was transferred to the Department of Agriculture, and after serving with the Office of Public Roads and Rural Organization, first as Chief Clerk of the Drainage Division, and later as Expert on Drainage Organization, he resigned in 1917 to become Special Assistant to the President of Wilson & Co., to advise on personnel relationships and plant management. In March 1918, he re-entered the service, as an Assistant in Market Surveys in the former Bureau of Markets, to make investigations of motortruck transportation of farm products. Resigning in May 1919, he served successively as Director of the Economic Research Division of the Firestone Tire & Rubber Co., and as personal representative of the Capper Publications, before being reappointed to the Bureau of Markets in January 1921.

Mr. Yohe was born at Valley View, Pa., February 23, 1885. He was graduated from Georgetown University Law School with the degrees of LL.B. in 1913, and LL.M. in 1914. He also has completed special courses in economics, finance, commerce, accountancy, and business organization with several institutions.





ROY C. POTTS,  
IN CHARGE,  
DAIRY AND POULTRY PRODUCTS  
DIVISION



H. S. YOHE,  
IN CHARGE,  
WAREHOUSING DIVISION

## STANDARDIZATION OF CITRUS FRUITS HAS NEW DEVELOPMENT

Because of the growing demand for standards based on the edible or internal quality of citrus fruits, the Standardization Section of the Fruit and Vegetable Division has been gathering data on this subject from all available sources.

The United States standards for citrus fruits contain certain specifications regarding internal defects, but they have no requirements for the amount of juice or the general desirability as to flavor or body. In 1938, the minimum juice content was specified in the United States standards for lemons and in 1939, similar requirements were incorporated in the new standards for Persian (Tahiti) limes.

Extensive scientific studies were started in Florida several years ago by the Bureau of Plant Industry to determine the seasonal changes in physical and chemical characteristics of oranges. These studies indicated that the percentages of solids and acids and the ratio of one to the other had a direct bearing on quality of orange juice, as evidenced by its flavor and body. The Agricultural Marketing Service has been examining thoroughly the results obtained with a view to incorporating definite measurable juice specifications in the United States standards for citrus fruits. At the present time data have been obtained only for Florida oranges. (Such specifications would not apply to California oranges, for which separate standards are issued.) As yet studies of grapefruit quality have not been in progress for sufficient time to provide adequate information on which to base practical standards.

When juice specifications are incorporated in the United States Standards it is not planned to change the fundamental basis on which the requirements of the present grades are made, but to provide additional juice specifications in the standards which the industry could use if it so desired.

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## SOME FACTS ABOUT NAVAL STORES -- (Continued)

In the following paragraphs, V. E. Grotlisch, in charge of Naval Stores Section, completes his statement about "Naval Stores." This is the third installment, two other sections having been carried in the NEWS of September 3 and of September 16.

### Rosin Sold by Grade

Rosin must be sold by grade. The grade of rosin, which indicates its relative color or hue as compared with other rosins, is designated by a letter or combination of letters. The grades, from highest to lowest, are respectively: X, WW, WC, N, M, K, I, H, G, F, E, D, and B. In other words, X, the highest grade of rosin, has the palest yellow color, D is very dark red, and B is almost black. The other grades embrace the various gradations of color between yellow and red, including shades of orange, when viewed through the standard thickness of 7/8 inch. A grade designated



FF has been established for dark red wood rosins, the color of which is somewhat similar to the color of D gum rosin.

Sometimes rosin develops a clouded or opaque condition in which case its color or grade cannot be accurately graded by comparing it with the standards for normal clear rosin. Such opacity may be caused by occlusion of small quantities of moisture, often resulting when the rosin is turned out of the still before the distillation of the turpentine is complete, or by water from a heavy rainstorm blowing into the hot molten rosin after it has been barreled. Another cause of opacity is the separation of an excessive quantity of rosin acid crystals in the vitreous mass. Several factors may bring about such crystallization. Only one grade of opaque rosin, designated OP, is now recognized in the trade, since the nature of the opacity and its cause materially affect the use to which such rosin may be put. It must usually be sold either on sample, or it may be taken by certain users at the price of one of the lowest grades.

#### Rosin Standards -- Combinations of Colored Glasses

The standards for rosin, also known in the trade as "Standard Types," consist of combinations of colored glasses made up by cementing together with Canada balsam 20 mm. square plates of glass, selected, on the basis of spectrophotometric transmission data, to duplicate the color and transmission characteristics of rosin. A large number of test plates of glass from various American glass manufacturers were made up and tested. Finally Corning glasses of certain specified dated melts were selected, with the exception that in the case of one of the yellow glasses it was necessary to purchase Jena (German) glass of a specified melt to give the desired results. From the photometric data the required thickness of each of the component glasses for any given grade was computed, and then the plates were ground and polished in accordance with specifications as to thickness, within tolerances of the order of 0.02 to 0.03 millimeter. A piece of absolutely colorless glass is cemented onto the colored glass plates to give a finished combination slightly less than 7/8-inch thick in the direction through which the standard is viewed. Finally the assembled glass combination is cemented into a German silver (nickel-brass alloy) protective sleeve, cut exactly 7/8-inch long from 7/8-inch square tubing. Each standard, i.e., each sleeve is approximately engraved to show the grade, that it is an official U. S. rosin standard, that it is the property of the U. S. Department of Agriculture, and with the number of the set to which it belongs.

A master set of the standards is held in the office of the Naval Stores Section. Duplicate sets of standards may be obtained on loan by persons who can show need therefor, upon written application by which they assume responsibility for the safekeeping and return of the standards. In the case of recognized State inspectors or other duly qualified and regularly appointed naval stores inspectors, also certain trade organizations and educational institutions having direct interest in the production or marketing of naval stores, no security deposit is required. Persons or firms desiring the standards for private use in grading their own rosin production or purchases are required to post a cash security in the sum of \$100



per set. This money is returned whenever the standards are surrendered.

The standards are generally supplied in sets of 12, covering the grades from X to D inclusive. Separate individual standards may be had for FF grade. No standard is needed for B grade, since any rosin which is darker in color than D is graded B.

#### Method of Sampling

The grade of rosin is determined by comparing a suitable sample with the appropriate standard types. The grade that is assigned is that of the standard which the sample equals or excels in color. The sample, approximately the shape of a cube, having a dimension of exactly 7/8 inch in the direction through which it is viewed, may be obtained in one of several ways. Each barrel must be sampled individually, since not all the barrels even from the same charge or distillation may be exactly alike in color. Most rosin barrels reaching the marketing centers today are equipped with an ingenious sampling device placed in position through an opening in the stave or side wall of the drum. A cubical mold made of two pieces of thin tin plate, surrounded by a coil of soft wire, is placed inside an open sleeve, which is closed on the outside by a removable cap. When the rosin is filled into the barrel it fills up the mold, also the sleeve containing it and the wire. After the rosin has cooled and solidified, the cap may be pried off, and when the wire coil is pulled out by means of a pair of pliers, the mold is brought out along with the wire. The sleeve remains in the barrel.

The original method of sampling, still in use to a limited extent, consists in breaking loose and removing the top of the solidified rosin to a depth of at least 4 inches, by means of a heavy steel rosin spike (made from a 1-inch bar of steel, about 4 feet long) and then breaking loose from the solid mass a lump approximately 6 inches in diameter, or the size of two clenched fists. From such lump, by means of a special "rosin sampling adz," the inspector deftly cuts his cubical-shaped grade sample.

This concludes the story of Naval Stores, the production of which is an important agricultural industry of the far South. In 1939 the gum industry produced about 20,000,000 gallons of turpentine, and 1,317,000 barrels of rosin containing approximately 553,000,000 net pounds. The several groups in the wood naval stores industry are credited with an additional 11,000,000 gallons of turpentine, and 975,000 barrels of rosin, containing approximately 400,000,000 net pounds. Detailed statistics on production, industrial consumption, stocks, and foreign movement of naval stores are compiled and published by the Bureau of Agricultural Chemistry and Engineering.

The regulations for the administration and enforcement of the Naval Stores Act and the work conducted thereunder may be had on application to the Naval Stores Section, and anyone desiring further information on any aspect of the naval stores industry is invited to write to that office of the Agricultural Marketing Service.



## GREATER INTEREST IN AND USE OF COTTON SERVICES, MR. LANHAM'S TRIP REVEALS

Increased interest on the part of cotton growers in the AMS cotton classification and market news services and their more extensive use by the trade were reported by W. B. Lanham, Division of Cotton Marketing, upon his return from a recent field trip to the classing offices of the Division located at Dallas, Austin, and El Paso, Tex., and Bakersfield, Calif.

A number of firms, and at least one cooperative association, who handle irrigated cotton are availing themselves of these services. Throughout the Cotton Belt, of course, our classification certificates are accepted by the Commodity Credit Corporation in connection with loans, thus making it unnecessary for organized groups to have their cotton sampled at an approved warehouse for classification at 15 cents a bale as is required for other loan cotton.

Harvesting and ginning are not so far advanced in other parts of the Cotton Belt, but Mr. Lanham found that approximately one-third as much cotton from organized cotton improvement groups had been classed in the Austin office as was classed in the entire Cotton Belt last year.

At all of the offices visited, arrangements are being made to handle much greater volumes of cotton for organized groups and, in addition, large volumes of cotton from approved warehouses, submitted for classification for loan purposes. Facilities are available, and it is expected that a 1-day classing service will be provided in most cases.

In this connection, so much interest was shown in this type of classing service in Louisiana, and in the return of the classing information promptly to the grower, that the Louisiana Legislature has this year appropriated money to help defray the expenses of the classing office in that State. The cotton classing service in Louisiana is being given, therefore, in cooperation with the Louisiana State Department of Agriculture.

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Several hundred members of the USDA Clubs will be attending Schools of Philosophy for Agricultural Workers to be held during the next few months at various points over the country. Four-day Schools have been scheduled for Amarillo beginning October 13, Berkeley, October 23, Chicago, October 29, Boston in early November, and Minneapolis-St. Paul, November 19. The Schools have been arranged by the Division of Program Study and Discussion, of the Bureau of Agricultural Economics, in cooperation with the Office of Personnel. It is hoped that field members of AMS will arrange to attend the meetings in their localities when such attendance will not seriously interfere with their regular duties.

Copies of the programs tentatively scheduled for the meetings at Berkeley and Chicago have been sent to the AMS field offices in these localities.

## ANNUAL RED CROSS ROLL CALL

The 24th annual roll call of the American National Red Cross began September 23 and will continue through October 19. The Department is making every effort to aid the Red Cross program, and all AMS employees will be given an opportunity to become members.

The Agricultural Marketing Service responded generously last year, and again during the summer, to the drive for the special War Relief Fund. The present call is the annual membership drive for the regular work of the Red Cross.

Keymen have been designated in each division or unit to receive memberships and contributions. Miss Mayme C. Parker, Marketing Information Division, is chairman for AMS.

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Since announcing, in the last issue of the NEWS, the membership of the Yearbook Statistical Committee (for 1941, not 1931, as indicated), the substitution on the committee of C. V. Whalin for W. O. Fraser has been recommended, so that the latter may have less distractions from his duties as head of the Livestock, Meats, and Wool Division.

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Books on Marketing  
in the Library  
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Gt. Brit. Ministry of health. [Scheme for the supply of milk at a reduced rate for mothers and children. 16pp. London, H. M. Stationery off., 1939] (Its Circular 1840) 280.344 G797

Illinois. Dept. of agriculture. Division of grain inspection at Chicago and East St. Louis. Twenty-second annual report... July 1, 1938 to June 30, 1939. 21pp. [Springfield, Ill., 1939?] 280.3599 I16 22d 1938/39.

Kansas. Legislative council. Research dept. Publication no. 96. A survey of state market agencies, prepared for Committee on agriculture and livestock. 36pp., processed. [Topeka?] 1940 280.9 K133 no. 96.

"Legislation and experience of other states as a basis for consideration of a possible Division of markets in the Kansas State Board of agriculture."

"Major functions of state market agencies" are discussed on pp. 4-17; the "Kansas situation" is given pp. 17-20 and the Appendix, pp. 21-36 gives a "Summary of market agency functions by states."

New York (City) Dept. of public markets. Annual report 1939. 55pp. [New York, N. Y., 1940] 280.39 N484 1939

Sioux Falls argus-leader. Sioux Falls... a \$50,000,000 market. 50pp. [Sioux Falls, S. D.] 1939 280.32 Si72

Thomas, Theodore. Growing, marketing and processing corn; an occupational study. 120pp., processed. Lincoln, Nebr., National youth administration for Nebraska, 1939. 59.22 T36 Bibliography, pp. 118-120.



## EXAMINATION FOR ECONOMIST ANNOUNCED

Examination for Economist (unassembled), has been announced by the Civil Service Commission. Applications must be on file with the Commission at Washington, D. C., by October 17, 1940, if received from States other than the following; by October 21, 1940, if received from the following: States; Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming. This additional period is granted (because of the longer time required in transit) for receipt of applications from persons actually in the States named at the time of filing application. Complete information concerning the examination, including a list of the 17 optional subjects, is contained in the announcement, copies of which can be obtained from the Personnel Section.

Principal Economist, \$5,600 a year  
Senior Economist, \$4,600 a year  
Economist, \$3,800 a year  
Associate Economist, \$3,200 a year  
Assistant Economist, \$2,600 a year

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INSTRUCTIONS, REGULATIONS, RULINGS  
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CONTRIBUTIONS OR PRESENTS TO  
OFFICIAL SUPERIORS FORBIDDEN

Department Regulation No. 1543 prohibits contributions or presents to official superiors. This regulation is based on Section 1784 of the Revised Statutes which provides:

"No officer, clerk, or employee in the United States Government employ shall at any time solicit contributions from other officers, clerks, or employees in the Government service for a gift or present to those in a superior official position; nor shall any such officials or clerical superiors receive any gift or present offered or presented to them as a contribution from persons in Government employ receiving a less salary than themselves; nor shall any officer or clerk make any donation as a gift or present to any official superior. Every person who violates this section shall be summarily discharged from the Government employ."

A few instances of violations of this provision have recently been reported to the Department. It seems probable that many employees are not fully aware of the wide scope of this prohibition and the severe and mandatory penalty provided for its violation. It is the desire of the Director of Personnel that this provision of law be brought to the attention of every employee in the Department.

## ADHERENCE TO PROVISIONS OF HATCH ACT REQUIRED

The Department Director of Personnel has advised all Bureaus and Offices that in keeping with the provisions of the Hatch Act which make it unlawful for any persons employed by the Federal Government to have membership in any political party or organization advocating the overthrow of our constitutional form of Government, the Civil Service Commission has included a question on this subject by the revision of certain forms used by the Commission. The forms with which we are particularly concerned are the application form for examinations (Civil Service Form 8), Declaration of Appointee (Civil Service Form 124 and 124b), and applications for transfer, promotion, etc., (Civil Service Form 375).

Members of the AMS are instructed by the Director of Personnel to obtain new supplies of these forms and to destroy the old forms now in our possession. Local field representatives should get their supplies of the new forms from the appropriate Civil Service district manager. Washington offices of the Agricultural Marketing Service may obtain such new forms as necessary from the Personnel Section.

## NO EXCUSE FOR INCORRECT AND INCOMPLETE ADDRESSES

A wrong address causes extra work and delay in the delivery of official correspondence, reports, and other mailed materials, the Business Manager points out in connection with mail received in Washington. Heartily endorsing this, C. L. Snow, who is in charge of the Mails and Files Section in the Service, is trying to do something about it. Recently he has taken the matter up with the head clerks of the divisions.

The headache of incomplete and incorrect addresses, however, is caused in considerable part, by apparent laxity on the part of the folks in the field. Some communications from the field indicate the name of the official and the division -- but the name of the Bureau is missing. Others omit the name of both the division and Bureau and merely give the individual's name and room number -- and there is nothing stable about room numbers in Washington.

Mr. Snow has observed that a number of our field offices apparently are still using old addressograph plates which carry a BAE address. Other pieces of mail are addressed to BAE because of the use of old stocks of envelopes and cards provided to cooperators. This latter situation is partly excusable inasmuch as large supplies of BAE materials existed at the time of the reorganization. But there is no excuse for such an address as the following carried by one of our eastern field offices:

Editor, Marketing Activities,  
Agricultural Economics,  
U. S. Dept. of Agriculture,  
Washington, D. C.

This matter should not be taken as trivial. An examination of your Washington lists and a little care taken while addressing correspondence would be sincerely appreciated by all concerned with this problem.



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REPORTS AND RELEASES  
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HANDBOOK

HANDBOOK FOR COTTON CLASSERS was delivered from the press last week. Coming at the height of the cotton classing season, it is particularly timely. The book is in convenient size for ready reference and can be carried in the pocket of a cotton classer.

MISCELLANEOUS PUBLICATION

BUYING BEEF BY GRADE is the latest publication of the AMS. Known as Miscellaneous Publication No. 392, it is the first of several popular releases about the beef grades of this Service. The attractive illustrations, depicting the cuts by grade, amplify the text by graphically showing the consumer the different beef grades.

FARM FLASHES ((Radio))

BETTER CROPS PROSPECT.

PRESS RELEASES

ORCHARD GRASS SEED SEIZED; SHIPMENT INCORRECTLY LABELED. (Sept. 20.)

NATIONAL STOCK YARDS RATE HEARING SLATED FOR ST. LOUIS, NOVEMBER 18.

(Sept. 21.)

PUBLICATION EXPLAINS BUYING BEEF BY GRADE. (Sept. 27.)

REPORT

PREPARATION OF FIRE-CURED TOBACCO FOR MARKET, by Hugh W. Taylor, senior marketing specialist, Tobacco Division. This multilithed report contains instructions regarding stripping and handling fire-cured tobacco for market, in accordance with the official tobacco grading and inspection work of the Service. Cases are cited showing the advantage to the farmer of proper handling.

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HERE AND THERE  
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Roy C. Potts, in charge of the Division of Dairy and Poultry Products, addressed the annual meeting of the Southern States Marketing Cooperative, held at Alexandria, Va., on September 25. His subject was "Straight-Line Marketing of Eggs."

E. J. Murphy, in charge of the Grain and Seed Division, and R. T. Miles, in charge of General Field Headquarters at Chicago of that Division, will attend the meeting of the Chief Grain Inspectors' National Association and the meeting of the Grain and Feed Dealers' National Association, October 13, 14, and 15, at Louisville, Ky. Mr. Murphy will take part in round-table discussions at both meetings of matters pertaining to the inspection and marketing of grain.

A creditable record of cooperation with the USDA has just been reported by Statistician Carl in Iowa. E. W. Miller, Valley Township, Guthrie Center, Iowa, has been serving as crop reporter directly to Washington or through the Iowa office since some time in 1886 -- 54 years of faithful, voluntary service! Since at least 1928, Mr. Miller has missed only an occasional report, Mr. Carl says. In appreciation of Mr. Miller's fine service, Secretary Wickard has written him a letter of thanks, which reads in part: "The voluntary crop reporters of the Department perform a service to the country for which the public owes a deep debt of gratitude. Without them it would be very difficult to keep in touch with agricultural developments throughout the Nation."

F. W. Miller, M. O. Cooper, and H. L. Jones, all of the Packers and Stockyards Division, are visiting Baltimore today, October 1, to attend the 12th Annual Live Stock Show, which is being held in that city from September 30 to October 3.

Leon M. Davis, Division of Dairy and Poultry Products, and B. H. Bennett and John L. Wilson, Division of Agricultural Statistics, will go to Atlantic City for the Dairy Industries Exposition to be held October 21-26. Mr. Wilson will give an address on "Milk Production Trends," before the Production Section of the International Association of Milk Dealers, one of the branches of the industry that will be represented at the exposition.

E. J. Rowell, Division of Marketing Information, is attending the Poultry Industry Exposition and Convention, October 1-4, in Atlantic City, N. J. He is assisting the program committees by preparing and presenting broadcasts dealing with the exposition and the Agricultural Marketing Service.

Harold C. Slade, Chairman of the Cotton Appeal Board of Review Examiners of the Division of Cotton Marketing left Washington on September 30 for a trip to the far western classing offices and possibly other offices of the Division. He will work with the boards of cotton examiners at these points, and assist in the classing work and in the application of the official cotton standards.

Rob R. Slocum, Division of Dairy and Poultry Products, is assisting in judging eggs exhibited at the Northeastern Poultry Industries' Exposition, which is being held at Atlantic City, October 1-4. Mr. Slocum left Washington September 28 to be on hand for the grading which was started before the opening date.

William H. Otten has been appointed as assistant supervisor in the Packers and Stockyards Division and reported for duty at North Portland, Oreg., on September 3.



Congratulations, Division of Economic Information, BAE, on the new format of your house organ, "Inside B. A. E." The cover page is packed with information. And the handling of the remaining pages, set with the varityper, double column, makes for easy reading.

Ray Weaver, assistant baking technologist, Grain and Seed Division, will attend the annual meeting of the American Bakers Association, which will be held in Chicago, October 13-16.

Miss Dorothy Nickerson, color technologist of the Division of Cotton Marketing, will go to Rochester, N. Y., for a meeting of the Optical Society of America, in session October 3-5. Miss Nickerson is chairman of one committee and a member of other technical committees that will meet at that time.

Joseph D. Hale, of the Sioux City office, Livestock, Meats, and Wool Division, will attend the annual livestock show of the Future Farmers of America on October 10, at Sioux Falls, S. Dak., where he will conduct grading demonstrations according to the official livestock grades of the AMS.

C. A. Briggs, weight supervisor, Packers and Stockyards Division, left Washington September 21 to visit the markets at Montgomery and Birmingham, Ala., Arabi and Welsh, La., Atlanta and Macon, Ga., Meridian and Vicksburg, Miss., Columbia, S. C., and Kissimee, Fla., for the purpose of conferring with division employees, members of the trade, and others about livestock scales and weighing matters, and to observe weighing operations and to supervise scale tests.

William E. Lewis, Fruit and Vegetable Division, who is in Florida for several weeks to interpret the grades and standardization of citrus fruits for the inspection service, attended a meeting of the United Growers and Shippers Association, at Orlando, September 30.

Dr. Thomas Kerr, in charge of the BPI fiber laboratories (under Dr. Barre of North Carolina State College at Raleigh, N.C.) was a recent visitor in the Division of Cotton Marketing. He conferred with Drs. C. M. Conrad and E. E. Berkley concerning a study they are making jointly---a study of temperature and rainfall as affecting cellulose orientation in cotton fibers and related problems.

Charles L. Harlan, Division of Agricultural Statistics, will go to Chicago to address a meeting of the Institute of American Meat Packers to be held on October 22. His subject will be "Prospective Livestock Supplies."

Ralph D. Washburn, who has served as secretary of the Chief of the Packers and Stockyards Division for several years, transferred to the Bureau of Animal Industry, effective September 16. Mr. Washburn has been an efficient and valuable employee and his associates will miss him. They wish him success in his new position.

F. W. Miller, in charge, Packers and Stockyards Division, spent the week beginning September 23 in Philadelphia and New York conferring with division employees and members of the trade in the interest of the enforcement of the Packers and Stockyards Act.

John W. Wright of the Division of Cotton Marketing will leave Washington about October 1 to visit points in the various cotton-producing States in connection with studies of packaging and marketing American cotton.

B. H. Bennett, Division of Agricultural Statistics, will leave Washington on October 2 for a 2 weeks' field trip. Mr. Bennett will visit a number of the Division's field offices in the Middle West, and in Chicago he will confer with representatives of the cheese industry regarding a request that the Service undertake a weekly report on the production of American cheese.

John A. Zelinski, valuation engineer, Packers and Stockyards Division, and his force from the valuation office in Kansas City will report to Indianapolis, Ind., about October 1 for the purpose of making an appraisal and valuation of the properties of the Belt Railroad and Stock Yards Company in connection with a proposed investigation into the rates and charges for stockyard services at that market. It is expected that this work will be completed in about a month.

Mrs. J. Gladys Abercrombie has accepted a clerical position in the U. S. fiber and spinning laboratory of the Division of Cotton Marketing at College Station, Tex. Her appointment is effective September 16, through transfer from the Bureau of Dairy Industry.

The Division of Cotton Marketing has organized a ladies' bowling league to be known as "The Cotton Bollers." The league will consist of four teams. The first practice games were rolled Wednesday evening, September 25, at the New Recreation Alleys for the purpose of establishing averages as a basis for selecting teams.

The Crop Reporting Board will have the assistance of the following field statisticians in the preparation of the October crop reports:

For the cotton report on the 8th: F. O. Black, South Carolina; K. D. Blood, Oklahoma; D. O. Boster, Florida; and D. A. McCandliss, Mississippi.

For the general report on the 10th: A. E. Anderson, Nebraska; H. M. Brewer, West Virginia; and F. K. Reed, Denver, Colorado.

In the announcement in the September 16 issue of "The A. M. S. News," (See first item, page 1), of the committee named by former Secretary Wallace to survey the food situation, one of the functions of the committee was stated as, "to advise and consult with representatives of the Agricultural Adjustment Council on methods for securing information through trade associations." The name of the Council should have been given as the "Agricultural Advisory Council."



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The **A.M.S.** News

ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D.C.

October 15, 1940

Vol. 3, No. 8

CANNED FOODS INSPECTIONS MADE AT  
NEW ORLEANS FOR WAR DEPARTMENT

★ OCT 20 1940  
U.S. Department of Agriculture

A new development of last week in the Processed Foods Standardization and Inspection Section of the Fruit and Vegetable Division was the entrance into an arrangement with the Quartermaster General's office of the War Department to inspect all canned fruits and vegetables arriving at the new Quartermaster's Depot in New Orleans.

In order to take care of this work properly it will require the services of at least one full-time canned foods inspector. For this purpose L. V. Bryant of the Chicago office of the Division has been assigned to New Orleans, where he will report for duty on October 21 to Col. George F. Spann, Commanding Officer.

Owing to the large number of men who probably will be stationed at points served from the Quartermaster's Depot at New Orleans, this is an important assignment. It is understood that it may be the forerunner of a number of similar assignments.

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"POWER AND THE LAND," NEW DEPARTMENT  
FILM, CAN BE REQUESTED FOR EARLY SHOWING

"Power and the Land" is a new film of the Rural Electrification Administration, the release of which Secretary Wickard classifies as "an event for American agriculture and for Department employees." It was produced under the distinguished Director, Joris Ivens. When announcing the film last week to Chiefs of Bureaus and Offices, the Secretary commented:

"'Power and the Land' is being released to commercial playhouses, without charge, through the facilities of RKO. It is good enough, as a show, to be put on the same programs with the best commercial entertainment distributed by RKO. As a document for the times it is even better than as a show, in my opinion. I am gratified that through this Nation-wide distribution plan the film may be seen by many millions of persons throughout the United States in a relatively short time. Later on the film will be available for general educational and institutional showings.

"\* \* \* Representatives of the Department interested in having groups of farmers or other groups see 'Power and the Land' should approach the owners or managers of their local motion picture theaters at once requesting an early showing. The theater can get the film from the nearest RKO exchange free of film rental."

## STATISTICIANS REVIEW ACREAGE, YIELD, AND PRODUCTION ESTIMATES IN FIELD

The annual preliminary review in State offices of acreage, yield, and production estimates will be made by 13 Washington and 3 field statisticians of the Division of Agricultural Statistics between November 20 and 29. The following members of that staff will visit the States indicated:

Becker, Joseph A. ....	Wisconsin, Michigan, Ohio
Carpenter, C. G. ....	Iowa, Illinois, Indiana
Childs, V. C. ....	Louisiana, Mississippi
Clark, G. D. ....	New Jersey, New England
Ewing, J. A. ....	Wyoming, Nebraska, Kansas
Koenig, Paul L. ....	West Virginia, Virginia
Hicks, John A. ....	Idaho, Utah, Nevada, Colorado
Kienholz, Ben ....	Montana, Washington, Oregon
McCandliss, D. A. ....	Alabama, Georgia, North Carolina
McPeck, Miles ....	Delaware, Maryland
Peters, J. H. ....	South Dakota, Minnesota, North Dakota
Royston, R. ....	Missouri, Oklahoma
Shepard, J. B. ....	New York, Pennsylvania
Smith, R. K. ....	Texas, New Mexico, Arizona, California
Whitaker, F. H. ....	Arkansas, Tennessee, Kentucky
Wiland, L. H. ....	South Carolina, Florida

The joint recommendations of State statisticians and the Washington representatives will be submitted to Washington early in December.

The estimates will then be further reviewed by the Crop Reporting Board on a commodity basis for preparation and issuance of the annual report of acreage, yield, and production of crops, by States, on December 18.

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Supplemental information indicates that the Fruit and Vegetable Division also should be credited with 4 employees who have achieved the Honor Roll for having driven an official car more than 100,000 miles without having had any accidents. (See article in THE A. M. S. NEWS of September 16, 1940, page 9.)

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Waste food should not be left in wastepaper baskets, desk drawers, or other readily accessible receptacles if Government buildings are to be freed of mice, rats, and insects. The Business Manager asks AMS employees to cooperate in the program of the Public Buildings Administration of the Federal Works Agency to free buildings of these pests, by depositing waste food in the receptacles placed in the halls for this purpose.



LET'S GET BETTER ACQUAINTED

In this issue we close our series on division leaders with a photograph and biographical sketch of the youngster in the organization-- Marvin M. Sandstrom, who heads up the newly established Marketing Information Division.



Marvin M. Sandstrom,  
In Charge,  
Marketing Information Division

Mr. Sandstrom, better known as "Sandy," has been in charge of the Marketing Information Division ever since its beginning -- one month ago. There is no denying it, he is the youngest division leader in the Service.

Mr. Sandstrom has been in Government work since January 1935 when he came to Washington from Iowa to assist in handling information on the corn-hog program of the Agricultural Adjustment Administration. In November 1936 he was transferred to the Division of Economic Information, Bureau of Agricultural Economics, where he served as assistant Division leader. He was chiefly concerned, however, with editing and writing. In July 1939, Mr. Kitchen named him to head up the Marketing Information Section of the "new" Agricultural Marketing Service.

Sandy was born in January 1908 on a 160-acre farm near Kiron (Crawford County), Iowa. He was graduated from Iowa State College in 1930 with a B.S. degree in agricultural journalism. For 4 years before coming to Washington, he worked at the College as assistant bulletin editor and also practically completed his courses for an M.S. degree in agricultural economics and journalism.

## PROGRAMS OF USDA SCHOOLS OF PHILOSOPHY

In the USDA Schools of Philosophy, being held the latter part of this month and through November, Agricultural workers in five States have an unusual privilege to hear vital current subjects presented by speakers distinguished in their field of work. and to enter into the discussions which follow the lectures.

Two changes have been made in the tentative programs for these schools as announced in the NEWS of October 1. The one for Minneapolis-St. Paul is now scheduled for November 26-29; the school for Boston has been set for November 12-15, although the program has not yet been definitely worked out. Plans are also being made to hold a school at Philadelphia, the dates and program for which will be announced later.

Although all the programs have not been completed, the following list of lectures and men who will present them indicates the opportunity which these schools afford workers:

What Can Philosophy Contribute to a Better Understanding of the Present Situation? - Carl F. Taeusch, head, Division of Program Study and Discussion, BAE.

General Social and Economic Background of the Present Situation. - Henry C. Taylor, Director, Farm Foundation, Chicago.

Individualism, Democracy, and Social Control. - Martin ten Hoor, Dean, College of Liberal Arts, Tulane University.

The Place of Agriculture in the American Economy. - Robert H. Montgomery, Department of Economics, University of Texas.

Federal-State Relationships. - T. W. Schultz, Department of Agricultural Economics, Iowa State College.

A Desirable Foreign Trade Policy for American Agriculture. - O. B. Jesness, Division of Agricultural Economics, University of Minnesota.

Objectives and Content of In-Service Training. - Robert Hansen, Secretary-Treasurer, Wisconsin Council of Civil Service.

Changes in State and National Government and Their Significance for Civil Service. - Leonard White, former Civil Service Commissioner, now of Department of Political Science, University of Chicago.

A Long-range Program for Basic Education. - Eric Englund, Assistant Chief, BAE.

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Four-and-one-half million dollars' worth of blue surplus food stamps were distributed through the Food Stamp Plan during the month of August, in the 125 areas throughout the United States where the plan was in operation, the Surplus Marketing Administration announced October 7.



ROBERT G. HILL

Robert G. Hill, marketing specialist of the Fruit and Vegetable Division, died from a heart attack, October 5 at Eastland, Tex., while on a field trip. News of his death, received by this Service the following morning, came as a shock inasmuch as Mr. Hill seemed to be in good health when he left Washington about 6 weeks ago.

Following his graduation from Delaware College of Agriculture in 1912 Mr. Hill engaged in various phases of horticultural work. For 23 years he was employed in this Department. He served the Bureau of Plant Industry as a horticulturist for several years and the remainder of the time was engaged in the work of the Fruit and Vegetable Division. In his work here he was concerned with research problems in connection with the formulation of standards for fruits and vegetables as applied in marketing. He gave particular attention to peanut standardization research and was also immediately in charge of the model work of the Division illustrating various defects and requirements of the United States standards for fruits and vegetables. He distinguished himself as a conscientious and tireless worker.

Mr. Hill was the author of a number of Government publications for which there was a popular demand. Among these was "Preparing Strawberries for Market," F. B. No. 1560, and "A Fruit and Vegetable Buying Guide for Consumers," the latter having come from the press in revised form last June.

As a hobby Mr. Hill specialized in gardening and he became an authority in this field with the result that his friends and associates frequently consulted him.

He is survived by his wife and a daughter and son.

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COMMENTS FROM THE PRESS  
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Though the credit is misdirected, AMS is well pleased with the praise of its work expressed in an editorial by Clarence Ousley, former Assistant Secretary of Agriculture, in "The Cotton and Cotton Oil Press" of August 31, 1940, from which the following is quoted:

"That excellent publication of the Bureau of Agricultural Economics, Marketing Activities, in the August number, contains a detailed account of how the Crop Reporting Board makes estimates of the cotton crop. This writer is able from his experience in the Department of Agriculture during the World War to confirm the account and to attest the excellence of the estimates, though the machinery of estimating has been considerably improved since then. \* \* \*

"It should be a matter of gratification to cotton growers that the Government so accurately forecasts the volume of cotton which in ordinary times measures its value."

## "OLD TIMERS" TAKE PRIDE IN WORK

Voluntary crop reporters who aid the field statisticians of AMS take as much interest and pride in their work, the records show, as regularly employed, paid workers. Recently the State statistician for Tennessee, in "The Volunteer Reporter's News," carried among others the following comments from volunteers which indicate something of the spirit which prompted these men to do this work for so many years:

Reporter M. H. Andrews, Maury County: "My son and I are partners and make regular hands at work. We have two regular hired men. I am sorry I do not take time to report regularly as I really enjoy reporting. \* \* \*"

Reporter A. J. Murphy, Jackson County: "I am 81 years young. I have been reporting 35 or 40 years. I think everyone will be the last."

Reporter William L. Brown, Grundy County: "I have been reporting for more than 30 years but on account of an invalid wife and other causes, I cannot report regularly. \* \* \*"

Reporter W. C. Webb, Sullivan County: "\* \* \* I passed my 70 mile-post July 26, 34 years crop reporting."

State Statistician for North Carolina, in the "house organ" issued by that office for reporters, comments as follows about one of his volunteers:

"Mr. S. T. Gaskins of Lake Landing, Hyde County, was a regular crop reporter for more than 40 years when he wrote that nothing in his experiences had contributed more to his ability to judge and to analyze growing crops than crop reporting. He admitted that he was looked upon as a crop prophet in his county. He requested to be reinstated after voluntarily resigning at 84 years of age."

And the Statistician for Michigan in "The Wheelbarrow," also issued for voluntary reporters, quotes from another veteran what he terms "our prize bit of philosophy:"

Reporter Fred Garrod, Washtenaw County: "I have reported for almost 50 years; am in good health; my interest in my farm and reporting to you is as high as ever. The person with a love for his calling, other things being equal, will seldom fail. If I was starting out again as a young man, the farm would be my choice; the pleasure of growing good crops means as much to me as the cash returns."

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Although continental Europe as a whole does not face famine this winter, the food situation in certain areas is definitely precarious, the Office of Foreign Agricultural Relations reported in the October 7 issue of Foreign Crops and Markets.



AMS RELEASES SUGGESTED  
UNIFORM STATE SEED LAW

A uniform State seed law, containing the most effective provisions of many existing State laws and conforming with the Federal Seed Act of 1939, was recently released by this Service. It was prepared by W. A. Wheeler, Assistant to the Chief, at the request of State officials. Coming at this time when State legislatures are beginning to meet, it is particularly timely as a suggestion for considering the revision of their laws. All but four or five of them will meet this winter. Several States propose adoption of a uniform law in lieu of the various types of State seed laws now in effect.

Uniform seed legislation is desirable because of the difficulties of seed merchandising and of seed law enforcement under the large number of State laws having varying requirements. This lack of uniformity tends to create confusion and uncertainty in the administration and observance of seed laws and regulations.

Copies of the "Suggested Uniform State Seed Law" may be obtained from the Marketing Information Division.

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MANUSCRIPT TRANSMITTED  
FOR OFFICIAL PUBLICATION

The following manuscript was submitted to the Division of Publications during September for printing:

Slocum, Rob R.: Marketing Eggs, Farmers' Bulletin No. 1328, revised.

ARTICLES EDITED FOR  
OUTSIDE PUBLICATION

The following articles were edited during September for use in proceedings or periodicals named:

Allen, Leland N.: Cooperation an Important Consideration in Seed Law Enforcement. Address, Meeting Alabama Seed Dealers' Association, Montgomery, Sept. 10, 1940.

Bennett, B. H.: Another Large Turkey Crop. For Turkey World.

Clay, Harold J.: Analysis of the Market for Peanuts. For The Peanut Journal Publishing Co., Suffolk, Va.

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U. S. STANDARDS are now available in mimeographed form for Bunched Italian Sprouting Broccoli and Bunched Shallots, effective October 1, and for Citrus Fruits, effective October 10.

## TO GIVE LESS THAN 1-DAY CLASSING SERVICE IS COTTON DIVISION'S AIM

Prompt classing service is being given in all classing offices of the Division of Cotton Marketing. The Government has announced that it expects "to give less than one-day service on most all of the loan samples that come in." That is, all samples received before noon will in most instances be classed the same day and the classing information will be mailed to the warehouseman or to the representative of organized growers. Unless there is a lot more cotton to be classed than is now anticipated, these AMS classing offices are going to continue giving this prompt classing service. Almost 1,600 groups of growers organized for cotton improvement are now receiving this service.

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## AMS WORKER DEVELOPS RECREATIONAL PROGRAMS FOR NIGHT STUDENTS OF U. OF M.

Toward attaining "A more abundant life," recreational activities become increasingly important to workers. The establishing of the Agricultural Recreational Association illustrates the recognition in the Department of the necessity for wholesome diversions from work.

As a contributor to this field of endeavor, Thomas E. Moore, one of the employees of the Minneapolis office of the Grain and Seed Division, has a distinguished record. He is the founder and promoter of all evening activities of students at the University of Minnesota. Sixteen years ago, as an alumnus evening student (Mr. Moore is a graduate of the Law Department of the University) he organized the Evening Students Association, of which he served as president for the first 5 years. At the same time he promoted two big annual parties, the Holiday Folic in December and the May Mixers.

In 1931 Mr. Moore organized the University Chanters, a mixed chorus limited to 50 voices. He is still manager. The Chanters give patriotic programs for veterans' organizations, and they broadcast on Memorial, Armistice, and Flag Days. They became the first group of the University of Minnesota to broadcast over a national network when in 1936 they accepted the invitation of the national headquarters of the Veterans of Foreign Wars of the United States to sing on a radio program. Since then they have made four additional Nation-wide broadcasts.

The University's organization of Evening Student Players also is a "brain child" of Mr. Moore. Formed in 1931, it soon became the largest active dramatic group at the University, but as manager Mr. Moore had to limit the membership to 30 in order to conserve effort and do better work. This group, on invitation, sends out many plays, skits, and readings to churches, fraternal groups, lodges, veterans' organizations, etc. It also provides a large part of the entertainment for the University's parties.

EDITOR'S NOTE:- A note from other field employees who may have developed or be connected with recreational programs would be welcomed by the NEWS.



OF INTEREST  
IN PERIODICALS THIS MONTH

Articles covering a wide range of interest may be found in the Department periodicals this month. Though titles are not always descriptive, the following are indicative of what may be found in three periodicals -- Marketing Activities, Land Policy Review, and The Agricultural Situation:

Marketing Activities - October

Tobacco Farmers Study Proper Sorting Methods

By Chas. E. Gage

Apple Producers Size Up Current-Season Prospects

By Gustave Burmeister

Net-Weight Trading Related To Export Sales of American Cotton

By John W. Wright

Consumers Assured of Ample Turkey Supplies This Season

By Harry Henderson

Land Policy Review - September

How Many Farmers Do We Require?

By Oris V. Wells

How Many Acres Do We Require?

By H. E. Selby

Sheep Migrate, Too

By H. R. Hochmuth  
Earl R. Franklin

The Dilemma of the Land Hungry

By H. M. Coverley

Managing the Farm by Long Distance

By Sherman E. Johnson

The Agricultural Situation - September

Twenty-two pages of this issue of the Agricultural Situation are devoted to abstracts from the printed report, "Technology On The Farm," recently issued by the Bureau of Agricultural Economics. This is a report of a comprehensive study of changes in production and distribution techniques with speculations as to what may be expected in the "World of Tomorrow." The study was made during the past year by an Interbureau Coordinating Committee consisting of representatives of all the directly interested bureaus and agencies of the Department. Some of the chapters in the report as abstracted in this periodical are: The Problems of Change, Our Dynamic Agriculture, Changes in Machines, Changes in Animals, Changes in Plants, Changes in the Uses of Land, Improvements in Processes and Uses, Effects on the Volume of Production, Effects on Prices, Costs, and Returns, Effects on Employment and People, Some Suggested Lines of Action, Things to Come.

(The October issue of the Agricultural Situation, expected from the press by October 21, will be devoted to the Outlook for 1941.)

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RECENT REPORTS AND RELEASES  
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LEAFLET

PREPARING WOOL FOR MARKET, Leaflet No. 92, by Warner M. Buck, is now available in revised form.

MARKET SUMMARIES

MARKETING NORTHWEST APPLES, 1939-40, by L. B. Gerry, and L. S. Fenn, Seattle, Wash.

MARKETING COLORADO MELONS, Brief Review of the 1940 Season, by R. E. Winfrey, Rocky Ford, Colo.

MARKETING NORTHWESTERN ONIONS, Summary of the 1939-40 Season, Oregon, Washington, Idaho, by C. J. Hansen, Portland, Oreg.

MARKETING NORTH CAROLINA PEACHES, Summary of 1940 Season, by H. F. Willson, Hamlet, N. C.; North Carolina Department of Agriculture, Division of Markets, cooperating.

MARKETING NORTHWESTERN PEARS, 1939-40 Season, by L. B. Gerry and L. S. Fenn, Seattle, Wash.

MARKETING NORTHWESTERN POTATOES, Summary of the 1939-40 Season, Oregon, Washington, Idaho, by C. J. Hansen, Portland, Oreg.

MISCELLANEOUS PUBLICATIONS

FEDERAL BEEF GRADING is the title of our newest publication. Known as Miscellaneous Publication No. 391, it should be of interest to retailers, wholesalers, slaughterers, and producers of beef, as well as to homemakers who want to be assured of getting meat of uniform quality. The publication discusses the new beef grades and the many improvements that have been made in the Federal beef-grading and stamping service since its inauguration in 1927.

GRAIN GRADING PRIMER, Miscellaneous Publication No. 325, has just come from the press in revised form. Willis B. Combs, senior marketing specialist of the Extension Service, and Fred G. Smith, senior marketing specialist of the Agricultural Marketing Service, are the authors. In a foreword it is explained that the primer is designed for grain farmers and country grain dealers, interested in handling grain on a grade and quality basis, and for marketing students. It is not designed for grain inspectors, for they must necessarily use a more precise and detailed grain-grading technique than that described in the publication.

FARM FLASHES

MASTERING TURKEY MARKETING.  
THIRTY-THREE MILLION TURKEYS.



PRESS RELEASES

FARM PRODUCTS PRICES CONTINUE TO ADVANCE. (Sept. 30.)

UNIFORM STATE LAW SUGGESTED TO AID SEED REGULATION AND MERCHANDISING. (Oct. 3.)

FARM WAGE RATES ARE UP 3 POINTS FROM YEAR AGO. (Oct. 11.)

REPORTS

BEANS: ACREAGE, PRODUCTION, DISPOSITION, AND VALUE, 1909-37, IN IMPORTANT STATES, by Charles G. Carpenter, associate agricultural statistician, assisted by other members of the staff of the Division of Agricultural Statistics in Washington and in the several States. This mimeographed report presents comparable, revised estimates of the acreage, production, farm disposition, price, and value of the dry edible bean crop for the 29 years 1909 to 1937, inclusive. The States included are those in which beans were commonly grown as a field crop on about 1,000 acres or more during part or all of this period. The tables show the estimates by years for individual States and the United States. Previously published estimates covered disposition items back to 1924, acreage, production, price, and value for most States back to 1919, and for a few States back to 1914 or 1909. In this report the estimates have been carried back to 1909 for as many States as possible and the figures for the whole period placed on a comparable basis.

SEA-ISLAND COTTON QUALITY AND GINNING, by William J. Martin, associate cotton technologist, Agricultural Marketing Service, James S. Townsend, technologist, Bureau of Plant Industry, and Thomas C. Walton, junior agricultural engineer, Bureau of Agricultural Chemistry and Engineering. The production of sea-island cotton, once a very profitable enterprise in the coastal areas of the Southeast, was virtually abandoned during the 1920's owing to the ravages of the boll weevil. Beginning in 1930 a successful effort was made to rehabilitate this industry and since that time there has been a steady increase in the commercial production of sea-island cotton. The fine quality and peculiar characteristics of this variety require that particular care and specialized methods be employed in growing, harvesting, handling, and ginning it. In this multilithed publication the status of the sea-island industry is discussed and pointers relating to the best methods of producing and ginning the cotton are presented.

ROLLER-GIN CONSTRUCTION, MAINTENANCE, AND OPERATION, by James S. Townsend, technologist, Bureau of Plant Industry, Thomas C. Walton, junior agricultural engineer, Bureau of Agricultural Chemistry and Engineering, and William J. Martin, associate cotton technologist, Agricultural Marketing Service. Except for a rather limited use of the roller gin in the Southwest from 1923 to 1930, roller ginning became practically an extinct art in this country. With the recent come-back of sea-island cotton, however, interest in the use of the roller gin has been revived. In order to assist ginners to gin cotton economically with the roller gin and at the same time preserve its high quality, the Department has issued this publication.

S.R.A.

S.R.A. 158, Regulations for Warehousemen Storing Broomcorn under the United States Warehouse Act, are now available.

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STATE PUBLICATIONS ON MARKETING  
in the Library  
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### Arkansas

Hall, O. J. Farm storage and marketing of rough rice in Arkansas. Ark. Agr. Expt. Sta. Bul. 395. 23pp. Fayetteville, 1940.

"The purpose of this study is to show the methods and problems of moving rough rice from the farm to market for 80 surveyed farms in Lonoke, Prairie, and Arkansas counties in 1937-38."

Sellers, Roy. Marketing Arkansas early potatoes. Ark. Agr. Col. Ext. Serv. Cir. 422, 22pp. Little Rock, 1940.

### Connecticut

Connecticut. Department of agriculture. Bureau of markets. Statistical information pertaining to the marketing of agricultural products in Connecticut, 1939. 56pp., processed. Hartford, 1940. 252.13 Ag82  
Compiled by Ann Bushman and Sylvia Gruskin.

Peck, B. T. Connecticut fruit and vegetable marketing handbook. Conn. Dept. Agr. Bul. 66, 61pp., Hartford, 1940.

A revision of a similar publication (Bulletin 29) issued in 1934.

### Illinois

Norton, L. J. Let's talk about cooperative marketing. A discussion outline. Ill. Agr. Col. Ext. Serv. AE 1269, 6 pp., processed. Urbana, 1939.

### Iowa

Hamilton, Eugene. Seasonal market variations and their importance to Iowa farmers. Iowa. Agr. Expt. Sta. Bul. P5 (n.s.), pp. 183-208c. Ames, 1940.

Most of the statistics used were compiled by various agencies in the United States Department of Agriculture. It is designed to serve as a handbook of background information for the farm outlook reports published 12 times each year in the Iowa Farm Economist.

### Massachusetts

Massachusetts. Department of agriculture. Division of markets. Receipts and sources of Boston food supply, 1937-1938. 74pp., processed. Boston, 1940. 389.9 M382

Prepared by Eleanor W. Bateman, investigator.

### New Jersey

Rich, B. S. Marketing cannery asparagus by grades in New Jersey. N. J. Dept. Agr. Cir. 312, 7pp. Trenton, 1940.



New York

Curtiss, W. M., and Matzen, E. H. Marketing veal calves in New York state. N.Y. (Cornell) Agr. Col. A.E. 317, 23pp., processed. Ithaca, 1940.

Spencer, Leland, and Kling, Herbert. The distribution of milk by sub-dealers in New York city. N. Y. (Cornell) Agr. Col. A.E. 320, 10pp., processed. Ithaca, 1940.

"A report to Dr. John L. Rice, Commissioner of Health of the City of New York, based upon a study by the Department of Agricultural Economics, Cornell University, in cooperation with the Bureau of Agricultural Economics, United States Department of Agriculture.

North Dakota

Ettesvold, W. L. Farmers' cooperative marketing and purchasing associations in North Dakota. N. Dak. Agr. Expt. Sta. Bul. 294, 26pp. Fargo, 1940.

An analysis of the results of a survey made by the North Dakota Agricultural Experiment Station and the Farm Credit Administration in 1937.

Ohio

Baker, Ralph L., and McBride, C. G. Survey of cooperative poultry and egg marketing in Ohio. Ohio Univ. Dept. Rural Econ. and Ohio Agr. Expt. Sta. Mimeogr. Bul. 126, 41pp. Columbus, 1940.

Hauck, C. W. Cooperative marketing of Ohio potatoes by the Ohio Farm bureau cooperative association. Ohio Univ. and Ohio Agr. Expt. Sta. Dept. of Rural Econ., Mimeogr. Bul. 132, 14pp., Columbus, 1940.

In collaboration with the Farm Credit Administration.

McBride, C. G. and Sherman, R. W. Farm sales of Ohio milk through different outlets. I. Columbus area: Delaware, Fairfield, Franklin, Licking, Madison, Pickaway and Union counties. Ohio Univ. Dept. Rural Econ. and Ohio Agr. Expt. Sta. Mimeogr. Bul. 131, part 1, 30pp. Columbus, 1940.

Oregon

Wilster, G. H., and Carpenter, Paul. Marketing Oregon butter and cheese. Oreg. Agr. Col. Ext. Bul. 541, 56pp. Corvallis, 1940.

"This publication...constitutes both an historical and progress report and a projected plan for the future."

Wisconsin

Wisconsin. Department of agriculture and markets. Biennial report... 1937-1938. Wis. Dept. Agr. and Markets Bul. 197, 48pp., processed. Madison, 1939.

Agricultural statistics, pp.1-8; Home and Farm Credit Administration pp.46-47; Division of Markets, pp. 32-33; Division of Standards, pp. 34-38.

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HERE AND THERE  
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S. R. Newell, Assistant to the Chief, is on the program of the Consumer's Institute, to be held in New Brunswick, N. J., October 23. He will discuss "Are Graded Foods Available?"

F. W. Miller, in charge, Packers and Stockyards Division, will leave Washington about October 20 for 10 days. He will visit posted stockyards located at the following markets for the purpose of conferring with division employees, members of the trade, and others regarding matters pertaining to the enforcement of the Packers and Stockyards Act: Cincinnati, Ohio, Indianapolis, Ind., Lexington and Louisville, Ky., St. Louis, Mo., Sioux City, Iowa, St. Paul, Minn., National Stock Yards and Chicago, Ill.

Carl H. Robinson, in charge of the Division of Cotton Marketing, left Washington on October 13 for Birmingham, Ala., New Orleans, La., Houston and El Paso, Tex., and other points in the Cotton Belt, for the purpose of consulting with members of the Division stationed in the field concerning organization and future plans for conducting the work of the Division. Mr. Robinson will probably be in the field until about the first of November.

Three Iowa statisticians -- Arnold J. King and Floyd E. Davis, Ames, and Leslie M. Carl, Des Moines -- will attend a Crop-Weather Seminar at Kansas City, Mo., November 2, to be held jointly with the Kansas City Seminar of the American Meteorological Society. Mr. King will discuss "The Pre-Harvest Wheat Survey to Obtain an Early Evaluation of the Crop;" Mr. Davis, "Influence of Seasonal Distribution of Rainfall and Temperature on Yield of Corn."

S. R. Snider, formerly of the Bureau of Plant Industry and assigned to studies on grain technology in the Grain and Seed Division laboratories, was transferred on October 1 to fill a position as associate chemist in the Naval Stores Section. Mr. Snider has just completed a 2-week trip through the naval stores producing sections of Alabama, Mississippi, and Louisiana, where he observed methods of producing, inspecting, and handling turpentine and rosin, in connection with the service grading work under the Naval Stores Act.

Walter C. Pfaender, Grain and Seed Division, spent several days recently at points in Maryland and Delaware to investigate shipments of seed in connection with the enforcement of the Federal Seed Act.

W. B. Lanham, Division of Cotton Marketing, left Washington for the Cotton Belt on October 9. He will visit Raleigh, N. C.; Columbia, S. C.; Atlanta, Ga.; Memphis, Tenn.; Little Rock, Ark.; and other points where the Division's field offices are located, to confer with officers in charge of the cotton quality statistics and classing work concerning problems relating to the work of their respective offices. He will consult also with members of one-variety and other cotton improvement groups regarding plans and procedures for having their cotton classed as provided for in the Act of April 13, 1937. He expects to be away about 2 weeks.



B. C. Boree, Fruit and Vegetable Division, is visiting market news offices in Illinois, Michigan, Missouri, Colorado, Idaho, California, Oregon, and Washington. He is expected to return from his 6-week trip about October 28.

L. M. Davis, Division of Dairy and Poultry Products will visit the Philadelphia office of the Division on October 18 and 19. The following week he will go to Atlantic City to attend the Dairy Industries Exposition where this Service will have an exhibit booth relating to services available by the AMS to the dairy industry. The annual conventions of the International Association of Ice Cream Manufacturers and the International Association of Milk Dealers will be held in Atlantic City the same week as the Exposition.

Philip Rothrock, in charge of the New York City office of the Grain and Seed Division, recently attended the annual meeting of the National Buckwheat Association at Elmira, N. Y.

Harold J. Clay, Fruit and Vegetable Division, will discuss "Increasing Local Sales of Honey" at the joint meeting of the American Honey Producers League and the American Honey Institute which will be held in Omaha, Nebr., October 22-24.

G. A. Collier, Grain and Seed Division, spent the past week in travel to Boston, New York, and Philadelphia, where he conferred with marketing officials of Eastern States, Division field officials, and commercial correspondents regarding the market news service.

Fred Taylor returned to the Washington office of the Division of Cotton Marketing early in October after an extended trip through the cotton manufacturing regions of Tennessee, Mississippi, Texas, and Oklahoma. Mr. Taylor is engaged in a study of the grades and staples of cotton preferred by domestic spinners for making various types of cotton goods.

E. V. Lipman, agent, New Jersey, will assist the Crop Reporting Board in preparing the October 15 Price Report, which will be released on October 29.

A. L. Lowery, Packers and Stockyards Division, left Washington October 13 to visit various points in Virginia and West Virginia and conduct investigations of lamb marketing in connection with the enforcement of the Packers and Stockyards Act.

C. W. Griffin, in charge of the Fort Worth office of the Grain and Seed Division, was a member of the "faculty" recently at a grain-grading school sponsored by the Lubbock Grain Exchange, Lubbock, Tex. The classification and grading of grain sorghums, cane seed, and sudan seed were demonstrated at the school. Approximately 50 were in attendance, including farmers and country dealers, and students from Texas Technological College. Mr. Griffin reports that interest in the work was good.

Carl H. Robinson, Division of Cotton Marketing, spent October 1 - 5 on a trip to the Division's classing offices in Atlanta, Ga., and Mobile, Ala. He is much pleased with the new offices at Mobile and Atlanta.

H. S. Slamp, of the Philadelphia office of the Processed Foods Standardization and Inspection Section, Fruit and Vegetable Division, discussed "The Standardization and Official Inspection of Canned Products and Their Significance in Home Economics" at the meeting of the New Jersey Home Economics Association in Bayonne, N. J., October 14. Approximately 150 home economics teachers attended this meeting.

E. R. Hart, auditor, Packers and Stockyards Division, was recently transferred from the Kansas City office to the Chicago office.

Leo H. Benson, agent at Chicago, of the Division of Dairy and Poultry Products, will grade the butter exhibited at a meeting to be held by the State Dairy Association of South Dakota. at Huron, October 30 and 31.

Courteous acknowledgment of "courteous treatment" is made by John R. Brown, member of the firm of Royston & Rayzor, attorneys at law of Houston, Tex., in a recent letter to O. F. Phillips, chairman of the Board of Review, Federal Grain Supervision, at Chicago. Mr. Brown wrote in part: "I so deeply appreciate the courteous and patient treatment you accorded me in my conference with you on Monday, September 30th, that I want you to know about it."

Although Maurice Cooper (Statistical and Historical Research, BAE) is perhaps most widely known in official "cotton" circles he has earned the title of "Fighting Golfer" in the sporting field. Walter McCallum, in his column in The Washington Star last week said: "Maurice is a fighting sort of golfer, who gets better as the going waxes tougher. He not only is the Argyle Country Club champion, but also he holds today the Department of Agriculture championship. \* \* \* They (the Department of Agriculture golfers) finished the round robin tourney (Federal meet sponsored by the Star) with a total of 6 points, against  $7\frac{1}{2}$  for Accounts and Deposits, the winners. General Accounting Office was third with  $4\frac{1}{2}$  points."

#### A REMINDER

Library facilities needed by the Agricultural Marketing Service have continued to be supplied by the BAE Library since reorganization, and will so continue. This BAE Library service was pointed out in Mr. Kitchen's letter of June 19, 1939, to Division and Section Leaders (Administrative Memorandum 145). When calling the Loan Desk -- Extension 2268 -- and the Periodical Desk -- Extension 2269 -- telephone and room numbers should be given in cases where there has been any change.



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# The News

ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 1, 1940

Vol. 3, No. 9

## SAN ANTONIO OFFICE REPORTS THREE NEW MARKET BROADCASTS IN 1 WEEK

Lance G. Hooks, San Antonio, Tex., representative of the Livestock, Meats, and Wool Division, is doing a good job in getting the market news information out to farmers in his territory. A recent letter from Mr. Hooks tells of the establishment of three new market news radio programs in one week.

A broadcast at 6:30 a.m. daily over WOAI gives a complete summary of the local livestock market for the previous day, and general comments on supplies and price trends on livestock and dressed meats at other points. Two daily broadcasts are carried by KTSA, one, an early-morning program at the close of the station's regular newscast, gives the estimated receipts of livestock at San Antonio for the current day, while the second program, aired at 11:45 a.m., covers the morning's trading on livestock. Mr. Hooks says: "We are elated over these new programs. Although it means more work for us in preparing the material, we feel that the radio market news service locally has been improved."

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## THREE NEW CLASSING OFFICES SET UP BY COTTON DIVISION

Three new classing offices have been set up by the Division of Cotton Marketing. They are located at Hayti, Mo., Birmingham, Ala., and Alexandria, La. The Alexandria office is maintained in cooperation with the State of Louisiana and is now quartered in the new Court House Building. The State, however, is contemplating the building of a classing room for use next season. Recently W. B. Lanham visited these offices while on an extended trip.

Mr. Lanham noted an increasing interest in the amount of classing being handled under the Smith-Doxey program. Since the program was begun in 1938-39, the Atlanta territory has shown an increase of 467 percent in the number of groups qualifying for the classing service and an increase of 405 percent in the number of farmer members of these groups. In the Memphis territory there has been an increase of 281 percent in the number of groups, and an increase of 450 percent in membership.

In all the Division's classing offices, loan cotton is being classed, and a 1-day service is being maintained on both loan cotton and Smith-Doxey cotton.

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## SEED COMMITTEE MAKES RECOMMENDATIONS TO NATIONAL DEFENSE ADVISORY COMMISSION

The Interdepartmental Seed Committee, which was appointed in September by the Interdepartmental Conference Committee on Planning and Procedure, has directed its attention primarily to the urgent need for reliable information regarding present and prospective supplies of vegetable seeds. This seed committee, of which G. C. Edler is chairman, and W. A. Wheeler is also a member from AMS, has made three recommendations to the National Defense Advisory Commission. Briefly these recommendations were:

- (1) To make a survey immediately of the vegetable seed situation
- (2) To call in representative vegetable seed producers and dealers to get their reaction to the survey and their suggestions regarding the proposed seed schedules, and
- (3) To supplement the returns from schedules with information obtained from personal contacts.

Two meetings with members of the seed trade have been held and a schedule has been prepared. It is to be sent about November 1 to approximately 500 commercial vegetable seed producers and dealers.

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## TWO COMPANIES RECEIVE FINES FOR VIOLATING INSECTICIDE ACT

S. B. Pennick & Co. was fined \$200, October 25, in the United States Court at Newark, N. J., on a charge of misbranding and adulterating an insecticide. The company had shipped in interstate commerce, from Weehawken, N. J., to Charleston, S. C., five barrels of derris powder claimed to contain 5 percent rotenone. Various analyses showed the product to contain only about one-half of this percentage of rotenone and thus it would be less effective than claimed. Misbranded shipments, when they are interstate, are in violation of the Insecticide Act.

In the trial S. B. Penick & Co. refused to admit identity of the sample tested by the Government. Identity was proved, however, through testimony of a Federal inspector and several witnesses. The company further contended that the powdered derris root was not an insecticide under the Act, basing their contention on the claim that it was not used as sold but that the purchaser had to dilute it before use. Through correspondence and shipping records, however, it was proved that the derris powder, as sold, was intended as an insecticide. Practically all agricultural insecticides are marketed in concentrated form and require dilution before application.

A fine of \$50 was imposed in early October on Daniel H. Markenstein, Sr., trading as the Dixie Chemical Products Co., Ltd., Birmingham, Ala. The case involved the misbranding and adulteration of a product called "Dixie Pineen Disinfectant" which was recommended for general disinfecting purposes. The preparation contained an excessive amount of water and was not effective as a disinfectant when applied as directed.



## 1940 OUTLOOK CONFERENCE VARIES FROM OTHER YEARS

The Department Outlook Conference, October 21-26, in which AMS co-operated with BAE, BHE, and the Extension Service, brought together 124 delegates, representing 42 States and Puerto Rico and Canada. Much of the program took the form of panel discussions in which various program specialists participated.

Microphone hook-up, so that speakers could be better heard, was an innovation this year. There was considerable discussion from the floor.

In the meetings between State representatives and commodity committees representatives from AMS took an active part.

A departure from the procedure of former years was the omission of the release of commodity reports. Instead copies of THE AGRICULTURAL SITUATION were distributed and reports covering special topics discussed at the various sessions. They included "Impact of the War and the Defense Program on Agriculture," "Regional Adjustments Made in View of War Impacts," and "How Should We Use our Agricultural Surpluses?" These three were only for the conferees and not for general distribution.

At the dinner meeting at the National Press Club, October 23, Secretary Wickard presided as toastmaster. Speakers included Leonard K. Elmhirst, Dartington Hall, Totnes, Devon, England, Chester Davis, and other representatives of the Defense Commission.

The following eight outlook chart books, which will be released by BAE, will be available to field representatives of this Service: Demand, Credit, and Prices; Farm Family Living; Wheat, Rice, and Dry Beans; Cotton and Tobacco; Dairy and Poultry; Fruits and Vegetables; Feed Grains, Fats, and Oils; Livestock.

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### MR. KITCHEN -- "THE MAN OF THE MONTH"

Mr. Kitchen is nominated as "The Man of the Month" for October by THE NOTESHEET (October 15), a monthly publication devoted to the interests of the Federal and State Inspectors Association. That issue carries a brief sketch of Mr. Kitchen's career with the Department, followed by a statement by Mr. Kitchen addressed to Federal-State inspectors, in which he remarks on the growth of the Federal inspection work. "The remarkable growth of this particular phase of our work," Mr. Kitchen says, "certainly indicates its value to the fruit and vegetable industry. At the same time, the industry's whole-hearted acceptance of the shipping-point inspection service depends to a great extent upon the caliber of work turned out by the Federal-State inspectors. Each man, in the conscientious performance of his every-day duties, has made his contribution to a function, the value of which is obviously becoming more widely recognized. Those of us whose duty it is to coordinate and to promote the work of the organization as a whole are counting upon your continued cooperation and loyalty so that we may do an even better job than we have done in the past."

## AMS SPONSORS NEW PROJECT ON LONG-RANGE WEATHER FORECASTING

Under a recently completed agreement between the University of Chicago and the Agricultural Marketing Service, work has started on a cooperative project entitled, "An Investigation of the General Circulation of the Atmosphere, Including a Study of Extra-Terrestrial Influences to Determine the Scientific Basis for Long-Range Weather Forecasts." The Division of Agricultural Statistics is actively supervising the participation of the AMS. The University of Chicago will contribute scientific leadership and direction. This Department will participate in planning and direction and will administer the project, the joint cost of which will be defrayed from Bankhead-Jones funds allotted to this Service, and from funds made available by the University of Chicago.

The work will be carried on in the newly organized Meteorological Institute of the Physics Department at the University of Chicago. Dr. Horace R. Byers, head of the Institute, and Dr. Arthur H. Compton, head of the Physics Department, are participating in the project. Other personnel includes Dr. Harry Wexler and Victor B. Starr, who will be actively engaged in the meteorological aspects of the project, together with Dr. Horace W. Norton and Glenn W. Brier, who will devote their attention to statistical problems arising in the research. Dr. Charles F. Sarle, now with the Commodity Credit Corporation, and Dr. C. G. Rossby of the Weather Bureau have been actively engaged in the initiation of the project.

This project supplements other projects on long-range weather and crop forecasting that have been conducted cooperatively between the Agricultural Marketing Service, Weather Bureau, Bureau of Plant Industry, Soil Conservation Service, and various colleges, universities, and experiment stations and a project on research in the statistics of agriculture and the associated statistical theory conducted cooperatively by this Service and the Statistical Laboratory at Iowa State College. At the present time, emphasis in the new project will be placed upon a study of meteorological phenomena associated with periods of drought. Successful long-range weather forecasting can be achieved only by a study of fundamental meteorological factors. Most of the older proposed methods of long-range forecasting have failed because they were based on empirical relationships rather than a sound scientific foundation.

It is of interest to note that, as a result of research under the above-mentioned projects, a successful method of making 5-day forecasts is being developed in cooperation with the Massachusetts Institute of Technology and is now being used by the Weather Bureau as part of its regular service to the public.

Dr. Norton will be in Washington, D. C., during the week of November 4 to confer with members of the AMS and of the Weather Bureau in regard to completion of pending research studies and development of research on 5-day and long-range weather forecasting.



TWENTY-FIVE COUNTRIES REPRESENTED AT  
INTERNATIONAL INSTITUTE COMMITTEE MEETING

The International Institute of Agriculture held the fall meeting of the Permanent Committee on October 3 with 25 countries represented by delegates, according to J. Clyde Marquis, permanent American delegate and vice president of the Institute. Delegates of the United States and seven South American countries were present. The financial report shows funds on hand to continue through the next year without further reduction of staff, of which 75 percent are on duty.

The work has been somewhat handicapped by interrupted mail service during the summer months, Mr. Marquis reports, but routes are now being restored to most countries. The regular services are being continued on statistical, economic, and legal subjects, and the monthly periodicals are being issued as usual. Special studies designed to be of use after the war are organized along the following lines:

Effects of the war on: (1) Production, consumption, and trade of farm products in various countries; (2) Changes in rural population, labor, and unemployed; (3) Farm prices, costs, income, and credit; (4) regulation of markets, tariffs, bounties, etc.; (5) changes in international commerce in farm products between countries and empires; (6) survey of agricultural resources of various countries and continents.

A new publication is on the press, "World Survey of the Rubber Production and Trade," and will be distributed soon. Copies of the book, "World Trade in Agricultural Products," are now being sent to the United States. They are available on order at Steckert and Co., 31 East 10th Street, New York City.

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FIBER TESTING SUPPLEMENTS  
SPINNING WORK AT CLEMSON

Owing to the increased amount of work now required in connection with the cotton quality investigations, it has become necessary to supplement the Department's cooperative spinning work at Clemson, S. C., with fiber testing. Three agents will soon be appointed by the Bureau of Plant Industry at Clemson to carry on the fiber work, which will be under the immediate supervision of E. W. S. Calkins of the AMS.

Mr. Calkins has been engaged in research work at the Clemson laboratory for about 5 years. He is a former member of the cotton fiber laboratory of the Division of Cotton Marketing in Washington, where he became familiar with the fiber research methods. Mr. Calkins has been in Washington for the past 10 days learning the latest improvements in technique for making the various routine fiber tests. It is expected that the work on the tests will be started immediately.

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DEPARTMENT'S COMMUNITY CHEST CAMPAIGN  
TO BE HELD FROM NOVEMBER 13 TO 26

The campaign in the Department for Community Chest funds for 1941 will be held from November 13 to 26. Assistant Secretary Grover B. Hill is the Departmental Chairman this year. C. L. Snow and Miss Mayme C. Parker are again chairman and vice chairman, respectively, for AMS. Quotas for the various bureaus and offices have not yet been announced.

Following is the list of key men for AMS:

Office of Chief and Business Manager	Mary W. Cannon
Budget and Accounts	C. A. Dickerson
Machine Tabulation	Frances Arnett
Mails and Files	Jean Schmedegaard
Personnel	Clyde Hawkins
Procurement	Rose Moulter
Telegraph	Mrs. Ollie Moss
Packers and Stockyards	Viola Reece
Warehouse Division	Irene Kimble
Agricultural Statistics	Helen Krahling Fannie B. Lamborn Sue Parker
Cotton Marketing	Rodney Whitaker Florena Cleaves
Dairy and Poultry Products	Helen Olson
Fruits and Vegetables	Esther Eisert Grace Whitcomb
Grain and Seed	Pauline McCarthy Elizabeth E. Grey Louise Clouse
Insecticide	Sue T. Hill
Naval Stores	Sara B. Wright
Livestock, Meats & Wool	M. C. Tippet
Marketing Information	Mayme C. Parker
Tobacco Division	Sara G. Smith



CONSUL SPEAKS FOR MAINTENANCE OF CORDIAL  
RELATIONS WITH COTTON INTERESTS IN THE ORIENT

Walter P. McConaughy, American Consul at Osaka, Japan, has recently visited several offices of the Division of Cotton Marketing. The Consul is making a tour through the cotton sections of the Southwest en route from San Francisco to his home in Alabama. Officers in charge report that Mr. McConaughy was a most interested and appreciative visitor. Quoting from a clipping from the GALVESTON NEWS, the Consul says:

"The purpose of my trip is to discuss the cotton situation in Japan with American cotton interests. It is to the interest of the American cotton trade to continue exports to Japan and to retain the place in the Japanese cotton market as well as maintain cordial and friendly relations with cotton interests in the Orient."

Mr. McConaughy has been American Consul at Osaka and nearby Kobe for the past 7 years. Osaka is a large textile center with a population of 3,000,000.

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TRANSPORTATION SECTION AGAIN A PART  
OF FRUIT AND VEGETABLE DIVISION

Effective October 1, the Transportation Section, under the immediate supervision of James G. Cross, was transferred from the Division of Agricultural Statistics to the Fruit and Vegetable Division, after a separation from the latter Division since October 1, 1937.

The Transportation Section will continue as in the past to make all arrangements with transportation agencies for the furnishing of pertinent information needed in the work of the various Divisions of the AMS.

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"Sweden's Agriculture and the War" is discussed by P. G. Minneman, in the October issue of FOREIGN AGRICULTURE. Mr. Minneman has been detailed to the Office of Foreign Agricultural Relations of this Department by the Department of State. A foreword summary of the article says: "The war blockade cuts off a large part of Sweden's market for agricultural exports, as well as for the even more important exports of forest and mineral products. vital import supplies of concentrate feed, oilseeds, and fertilizer have also been cut off. Consequently important changes are necessary in the country's agricultural production and trade. For U. S. trade, the cessation of shipping to Sweden means the loss of an important export market for about 17 million dollars' worth of farm products, chiefly cotton, tobacco, fruit, and grain."

SECRETARY INAUGURATES NEW SERIES  
OF DEFENSE INFORMATION BULLETINS

Secretary Wickard has inaugurated a new series of defense information bulletins with the release of a memorandum to Chiefs of Bureaus and Offices transmitting a statement by Chester C. Davis, Agricultural Commissioner, Advisory Commission to the Council of National Defense. A copy of the memorandum and statement has been sent by Mr. Kitchen to all division and section leaders, and to all field offices.

There is much food for thought in the comments of the Secretary and Mr. Davis, as the following quotations indicate:

Secretary Wickard: "The marshaling of our resources to meet this threat (of aggression) means more than the forging of cannon, the building of ships and planes, and the arming of soldiers. It means the ordering of our affairs so that our people will hold fiercely to the belief that the American ideal is worth defending.

"\* \* \* The American ideal holds sacred every man's right, within the limits of democracy and fairness, to speak, write, vote, and worship as he thinks best. The American ideal includes a decent opportunity to make a decent living.

"Total defense means the maintenance of these fundamentals and an unceasing effort to work toward these ideals, for it is these, essentially, which we are planning to defend. \* \* \* Therefore, we must take whatever steps are necessary to give every American a part in the national life -- to make him realize that his skill and labor and his presence in the community are wanted and needed. \* \* \*

"I am happy to send you with this first memorandum in the new series of defense information bulletins from my office, a very thoughtful and clear statement by Mr. Chester C. Davis \* \* \*. I recommend that it receive the very careful and thorough study of every officer of this Department. I recommend further that those officers who are asked by citizens for information about defense and agriculture give them the information contained in Mr. Davis's statement and in this memorandum."

Mr. Davis: "The President has appointed the National Defense Advisory Commission to coordinate the program to make this country invulnerable in a military sense. That job is proceeding with real vigor and the progress that has been made in the past four months is encouraging.\*\*\*

"The responsibility of the defense commission, however, goes beyond the gigantic task of participating in the procurement of some 14 billions of dollars of war material. \* \* \* Agriculture's responsibility in this crisis is the same as that of all other American interests -- to make resources and manpower available for defense purposes.

"\* \* \* Adjustments in agriculture are already under way and developments beyond our control will almost surely result in additional far reaching changes. The producers of many export crops, including cotton,



tobacco, wheat, lard, fresh and dried fruits, and naval stores, have lost, at least temporarily, a large part of their export markets. The defense program itself through increased industrial activity will contribute to an increased domestic demand for many farm commodities, including some export products. For a time the Government can protect the producers of these crops against the effects of this loss by commodity loans, but if export outlets continue to be restricted, obviously many producers sooner or later will have to turn to something else.

"Farmers must be alert for information that will lead to an understanding of the reasons for the defense effort and how world developments are likely to affect the market for their products. Every effort should be made to supply information as it becomes available, but each individual will need to interpret this information in terms of his own particular problems. If this is done, farmers will be prepared to make such shifts in their operations as are necessary in order to maintain a healthy farm plant. \* \* \*

"I can assure you that in the defense program itself all reasonable steps will be taken to minimize the agricultural distress that will result from the changed market conditions. We are striving, for example, for the maximum possible decentralization of new defense industries not only because it is sound practice for the country as a whole but because of its importance to agriculture. Decentralized industry brought close to rural areas means jobs for low income farmers and a diversified new market for farm products. But this factor cannot completely alleviate the conditions brought about by lost markets. New and additional steps may be indicated. Individual producers and farm leaders, in Government and out, should be giving constant attention to the implications of the new economic environment in which agriculture may find itself. But, above all, we must never forget that in face of fast-moving developments throughout the world, our single purpose is to maintain democracy here at whatever cost or sacrifice."

In Mr. Kitchen's memorandum transmitting these statements he points out that this series of Secretarial memoranda will include:

(1) A brief analysis of the part of all Department of Agriculture programs in national defense with special attention to the part of our own program in the total defense efforts.

(2) A report on the present and probable future effects on agriculture of war in the Old World and defense program in the United States.

(3) Facts about the agricultural and other problems of our neighbor nations in South and Central America which will influence the Inter-American hemispheric defense program.

(4) Facts about the national drive for better nutrition which is now being cooperatively prepared by this Department, the State Extension Services, and the Consumer Commissioner of the National Defense Advisory Commission.

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INSTRUCTIONS, REGULATIONS, RULINGS  
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PEDDLING, CANVASSING, AND SOLICITING  
PROHIBITED IN DEPARTMENT BUILDINGS

The Business Manager calls attention to the following memorandum of October 18, 1940, received from the Chief, Office of Plant and Operations:

"In connection with the application of Paragraph 1577 of the Department Regulations, which deals with the matter of peddling and soliciting in buildings occupied by activities of the United States Department of Agriculture, a sign has been used which reads as follows:

'UNITED STATES DEPARTMENT OF AGRICULTURE

Peddling, canvassing, soliciting insurance, subscriptions for periodicals, etc., is prohibited within the space occupied by this Department.'

"In the future, only signs reading as follows will be posted in buildings:

'UNITED STATES DEPARTMENT OF AGRICULTURE

Peddling, canvassing, and soliciting of any kind are prohibited within the space occupied by this Department.'

"These signs will be stocked by the Central Supply Section and may be obtained upon requisition."

REVISED CIVIL SERVICE FORM ON  
POLITICAL ACTIVITY AVAILABLE

The Civil Service Commission has just issued Form 1236a entitled "Political Activity and Political Assessments of Persons Employed by State and Local Agencies in Connection with Activities Financed in Whole or in Part by Loans or Grants Made by the United States or by any Federal Agency." This form amends Form 1236 entitled "Political Activity and Political Assessments of Federal Officeholders and Employees" to include all persons employed under cooperative agreements and those who are paid from trust funds.

This form is too lengthy for publication in THE A. M. S. NEWS, but a copy will be furnished each field office for the information of the people in the office and for the office records. Also, a copy will be furnished each person employed under a cooperative agreement and each employee paid from a trust fund.



## ARGENTINA SHOWS INTEREST IN COTTONSEED MARKETING

Considerable interest in Argentina in the marketing of cottonseed has been expressed in recent communications received by AMS. G. S. Meloy, in charge of cottonseed grading and marketing, Division of Cotton Marketing, was requested to send to that country information on the subject of cottonseed grading and marketing. The following letter from the commercial secretary of the Compania General Fabril Financiera, Buenos Aires, expresses their appreciation of the service given.

"Your letter of August 20 was duly received and a few days ago I have also received the material about cottonseed grading and marketing which you were kind enough to send me. The publications you have sent me and the comments you make will be very helpful in our plan for establishing a similar system of grading and marketing for this country and I wish to convey to you our hearty appreciation of your co-operation to that effect."

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## APPLES HOLD ON--PERHAPS FOR BETTER PRICES

A new spray chemical -- naphthalene acetamide, -- used for preventing apples from prematurely falling off trees, is so effective that the apples have to be cut off, reports J. H. Jacobson, agricultural statistician in the Illinois office of the Division of Agricultural Statistics. The spray was discovered by Dr. F. E. Gardner, principal pomologist of the Bureau of Plant Industry. Commenting on the effectiveness of the spray at the farm of one of the Illinois crop reporters, Mr. Jacobson recently wrote:

"Mr. Jerry Wise, Barry, Pike County, Ill., showed me a block of Golden Delicious trees which were sprayed September 23. Harvesting began October 1 and was completed about October 9. His crew of pickers was forced to use a pair of scissors about six inches long in order to remove the apples. When I tried to pull them off in the usual manner, I either pulled the stem out entirely or else pulled off from an inch to two or three inches of the fruit spur which remained attached to the base of the stem. The apples were hanging on just as firmly at the close of harvest as at the beginning.

"Trees carried practically a full crop and the fruit packed fully 95 percent No. 1's. Size and color were particularly good.

"If this spray had been in general use in 1939, the excessive dropping of Grimes, Red, and Golden Delicious, and Jonothans could have been prevented and thousands of bushels would have packed No. 1 instead of being sold to processing plants for cider or peelers."

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Books on Marketing  
in the Library  
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New Hampshire

Dougherty, L. A. Markets and prices for New Hampshire berries. N. H. Agr. Expt. Sta. Bul. 321, 52pp. Durham, 1940.

"Both questionnaires and direct contacts were used in obtaining information from hotels, camps, tourist homes, and producers. A number of growers also kept detailed records of production and sales of berries...While some city quotations are published, much of the price data was collected direct from producers, retailers, and jobbers.

New York

Blanford, C. J. An analysis of dealers' sales of milk and cream in the New York market, 1933-38, N. Y. (Cornell) Agr. Expt. Sta. Bul. 735, 24pp. Ithaca, 1940.

"The purpose of this study was to analyze fresh-milk and cream sales in order to determine consumer responses to price changes, business conditions, seasons, and the like, during a period of business depression and recovery."

Ohio

McBride, C. G. The Ohio farmer and his milk market. Ohio Agr. Expt. Sta. Bul. 614, 50pp. Wooster, 1940.

"This bulletin deals with the experiences of Ohio farmers in marketing whole milk. The emphasis is upon the behavior and the problems of the individual producer. Data were taken from surveys in Green Township, Wayne County; from farms along State Highway 42 selling whole milk; from a sample of 100 farmers in Stark County; from farm account records of 67 farmers in Medina County; and from the dealer statements of a group of farmers in the Toledo area."

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Smith, Charles. Britain's food supplies in peace and war; a survey prepared for the Fabian society. 290pp. London, G. Routledge & sons, ltd. [1940] 389 Sm5B

Partial contents: The problem of distribution.

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Two recent bibliographies of BAE are:

CORN IN THE DEVELOPMENT OF THE CIVILIZATION OF THE AMERICAS, a selected and annotated bibliography compiled by Louise O. Bercaw, Annie M. Hannay, and Nellie G. Larson under the direction of Mary G. Lacy, librarian, BAE.

PRICE FIXING BY GOVERNMENT IN FOREIGN COUNTRIES, 1926-39, a selected list of references on direct price fixing of agricultural products by foreign governments compiled by Annie M. Hannay under the direction of Mary G. Lacy, librarian, BAE.



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COMMENTS FROM THE PRESS  
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From a letter from A. J. Schoendorf, editor of THE BLUE ANCHOR (Published monthly since 1924 by the California Fruit Exchange):

"I am pleased to know that a number of editors besides myself are finding this publication (MARKETING ACTIVITIES) of interest, and I don't mind telling you I think it is one of the best publications put out by the Department of Agriculture for servicing cooperative journals and house organs. I am very much interested in the article "Pears - A \$14,000,000 Industry," by H. H. Stippler. I should like to reproduce this article in one of our forthcoming issues of the Blue Anchor \* \* \*."

Another publication, THE UTAH FARMER (October 10 issue), has picked up Mr. Callander's article, "The Crop Reporting Board and the Farmer Swap Information," from the July issue of "M.A."

"How Wheat is Inspected" is a well-told account of the history and operation of this part of the work of AMS, by Mary Jens in the October 1940 issue of FOOD FACTS, published by the Wheat Flour Institute of Chicago, Ill.

The Myers Publishing Co., which issues several newspapers for Chicago suburban areas, has been publishing articles on the beef grading and stamping service. The October 15 issue of these publications carried a front-page illustration showing the differences between the meat inspection and meat grading stamps.

WE MEANT WELL

The following memorandum from W. A. Wheeler was received this week by the editor of the NEWS, in connection with the item -- "AMS Releases Suggested Uniform Seed Law" -- in the NEWS of October 15:

"I was rather surprised to note in the October 15 issue of the NEWS, page 7, that you had bestowed upon me the title of Assistant to the Chief. But on second thought I know it was merely an oversight. My title, which describes the general nature of my work is 'Special Consultant, Seed and Forage Marketing.'\*\*\*In this article you also state that the Uniform State Seed Law was 'prepared' by me 'at the request of State officials.' Though I did have a big part in shaping up the new law, a large number of Service and Department officials actively cooperated in the work. The request for the law was made to the Service as the agency responsible for the administration of the Federal Seed Act."

Thank you, Mr. Wheeler, for putting us straight.

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HERE AND THERE  
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The first draft number -- 158 -- selected by Secretary of War Stimson, is held by John W. Capp of the Division of Agricultural Statistics. THE WASHINGTON STAR sent a photographer to get Mr. Capp's picture as one of the first draftees to be called for training. So far as draft numbers are now known by the men in the Washington offices of this Service, no other member of AMS in this city has the number 158.

Chas. E. Cage, in charge of the Tobacco Division, conferred in Farmville, Va., on October 18 and 19, with Malcolm I. Dunn, in charge of the inspection service, and Arthur H. Irby, who supervises the fire-cured district of Virginia, together with members of the local tobacco trade of Farmville, in connection with inspection matters. Following these conferences, Mr. Dunn left for Clarksville, Tenn., where he discussed plans for tobacco inspection service in the Black Patch District of Kentucky and Tennessee with B. H. Mizell, supervisor of that district. Later Mr. Dunn went to Louisville, Ky., and met with officials of the market news service, and then to Lexington where with E. J. Cline, in charge of the inspection service in Burley tobacco, he completed plans for the inspection of that tobacco. En route to his headquarters in Raleigh, Mr. Dunn reported to Washington on October 28.

Reginald Royston, Division of Agricultural Statistics, will attend the annual meeting of the Oklahoma Pecan Growers Association in Okemah, Okla., December 4-5. He is on the program to present an address entitled, "Pecan Production - the Situation and Outlook."

Rob R. Slocum, Division of Dairy and Poultry Products, left Washington October 30 for Lynchburg, Va., to assist in judging eggs at the egg show, October 31 and November 1, held in connection with the annual meeting of the Virginia Poultry Federation on those dates.

R. H. Black, Grain and Seed Division, is spending a week on a trip to Chicago and St. Louis. He is conferring with field officials, State officials, and members of the grain trade concerning matters pertaining to grain-standards research.

Hugh W. Taylor, senior marketing specialist of the Tobacco Division, is on an extensive field trip with general headquarters at Lexington, Ky. In addition to his work in Kentucky, he expects to visit various points in Tennessee, Missouri, Indiana, and West Virginia for the purpose of conducting demonstration and educational work.

The Crop Reporting Board will have the assistance of the following field statisticians in the preparation of the November crop reports:

For the cotton report on the 8th: P. J. Creer, Arizona; L. C. Heidelberg, Mississippi; S. T. Marsh, Tennessee; and D. A. McCandliss, Mississippi.

For the general report on the 12th: S. J. Gilbert, Kansas; and M. M. Justin, Indiana.



L. M. Davis, Division of Dairy and Poultry Products, and W. D. Termohlen of the Surplus Marketing Administration, spent October 30 in Detroit, meeting members of the trade with reference to the market news service and other services of the Department in which the local trade are interested. Mr. Davis continued from Detroit to the Chicago field office.

R. L. Lee, Jr., of Lubbock, Tex., stopped in Washington, October 12, for a short visit with members of the Agricultural Marketing Service staff. Mr. Lee, who has been in charge of the Cotton Spinning Laboratory at College Station, Tex., for the past 5 years, resigned from the Service recently to accept a position as head of the Textile Engineering Department of the Texas Technological College. He left Washington that afternoon for New York to attend a meeting of Textile deans, sponsored by the Textile Foundation.

E. J. Cline, in charge of the inspection service in Burley tobacco, visited Raleigh, N. C., during the second week of October to discuss inspection assignments with Malcolm I. Dunn, in charge of Inspection Service of the Tobacco Division. Mr. Cline later visited some of the designated markets in North Carolina to observe inspection work there.

Two junior statisticians have recently been appointed to the field service of the Division of Agricultural Statistics, with the following assignments:

David O. Mesick, Sioux Falls, S. Dak.

Ralph S. Woodruff, Cheyenne, Wyo.

Dewey M. Crim, inspector of scales and weighing, Packers and Stockyards Division, with headquarters at Cincinnati, Ohio, has been appointed assistant marketing specialist in the same Division with headquarters at Room 32 - 620 South Broadway, Lexington, Ky.

George Knutson, associate agricultural statistician at Cheyenne, Wyo., will attend a meeting of the Wyoming State Farm Bureau, to be held at Afton, Wyo., November 7-9. Mr. Knutson will take part in group discussions concerning the agricultural problems of the State.

M. B. Gleason, in charge of the Boston office of the Grain and Seed Division, was host recently to a class from Massachusetts Institute of Technology which paid its semi-annual visit to that office. The students were given an explanation of the Grain Standards Act, a demonstration of grain grading, and a brief outline of the Federal Seed Act.

Julio Augusto Llosa, general secretary of the Argentine National Cotton Board, and Norberto Reichart, chief of the Cottonseed Section of that Board, are making a tour of the Cotton Belt and are visiting a number of the field offices of the Division of Cotton Marketing. These gentlemen visited in the Washington office of the Division last September, accompanied by Jorge Luis Sola of the Argentine Embassy. It is expected that they will complete their trip and be in Washington again in January.

Richard O. White, assistant entomologist of the Insecticide Division, will attend a meeting of the Eastern Branch of the American Association of Economic Entomologists to be held in Atlantic City, N. J., November 14 and 15.

L. C. Carey, Fruit and Vegetable Division, will attend a meeting of the American Veneer Package Association in Memphis, Tenn., November 12 and 13.

John F. Hart of the Tobacco Division's field force has been conducting demonstrations in the tobacco-growing counties of Missouri. The work has been exceptionally well received and has resulted in strong pressure upon the Department for the inauguration of tobacco inspection service in Missouri's only tobacco market -- at Weston -- located in the northwestern section of the State.

C. B. Baldwin, Farm Security Administrator, announced October 21 the appointment of Major John C. Walker as Assistant Administrator of the Farm Security Administration. Major Walker has had a long career in the fields of public administration and housing. Since July 1935 he has been with the Resettlement Administration and its successor, the Farm Security Administration. Mr. Baldwin also announced the appointment of Mason Barr to Major Walker's former position as Director of the FSA Resettlement Division. Mr. Barr previously was Assistant to the Assistant Administrator of the FSA.

Secretary Wickard announced October 19 that Francis J. Sette of Blacksburg, Va., Technical Assistant to the Under Secretary, has been named as Deputy Administrator of the Rural Electrification Administration. Robert B. Craig continued as Deputy Administrator of the REA, of which Harry Slattery is Administrator. The deputy administratorship to which Mr. Sette has been appointed is a newly created position.

#### IN MEMORIAM

The Virginia-Carolina Peanut Association, Incorporated, of Suffolk, Va., recently adopted a resolution with respect to Robert G. Hill, deceased member of the Fruit and Vegetable Division, which contained the following expressions:

"That we keenly realize the loss we have sustained personally, and the loss to the entire peanut industry in his passing from us.

"That we shall miss his wise counsel and we bear testimony to his active, helpful participation in every phase of the peanut industry and his ready willingness to discharge every duty and meet every demand made upon him.

"That we here record our gratitude for his devotion to the long public service that he rendered to the United States Department of Agriculture \* \* \*."



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# The News

ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 15, 1940

Vol. 3, No. 10

## AGRICULTURE IN DEFENSE IS THEME OF SERIES OF DEPARTMENT BROADCASTS

A series of broadcasts designed to bring before the people of the Nation the place and importance of agriculture in the national defense are being presented as a part of the National Farm and Home Hour. The series began on September 6. The programs are telling the story of how well agriculture is prepared to meet the needs of the present and the immediate and more-distant future. The participants include not only the leaders of agriculture, but practical farm men and women, school children, consumers, and others who are connected with agricultural production and distribution.

Mr. Kitchen participated in the broadcast of October 4 on the general theme, "We Have an Abundance of Food and Fiber." Basing his remarks on the October 1 crop report, he told of the existing and anticipated supplies of the more important food and feed crops. Other subjects already presented include: Our Farm People are Skilled and Organized; We Have Plenty of Land Resources; Cooperative Machinery for Making Our Land and Our Skills Most Effective; Agriculture's War Insurance; Putting Abundances to Work; We Have the Power; Our Forests and Defense; Science, Agriculture, and Defense.

Following are dates and subjects for additional broadcasts in the series. G. C. Edler of the Agricultural Statistics Division has a part in the one for November 18. These programs are presented at 12:40 p.m., Eastern Standard Time.

- Nov. 18 - Science, Agriculture, and Defense
- Nov. 25 - Nutrition and Defense
- Dec. 10 - Soil and Defense
- Dec. 17 - Impact of War and Defense on Agriculture
- Dec. 23 - Decentralization of Industry
- Dec. 30 - Training of Rural Youth
- Jan. 6 - Agriculture in Defense

The final broadcast of this series will be presented by Secretary of Agriculture Claude R. Wickard.

With Thanksgiving less than a week away, the turkey population in a number of the Midwestern States suffered heavy losses from one of the most severe early season's storms that has hit that area in perhaps 20 years. State statisticians reported losses particularly heavy in local areas in Iowa, Nebraska, and Minnesota.

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OFFICE OF THE SECRETARY OF AGRICULTURE  
WASHINGTON, D. C.

ALICE L. EDWARDS JOINS STAFF  
TO DIRECT STUDY ON GRADE LABELING

The appointment of Miss Alice L. Edwards to plan and conduct a study in grade labeling of canned food for the Processed Foods Standardization and Inspection Section of the Fruit and Vegetable Division has just been announced by Mr. Kitchen.

Miss Edwards, formerly executive secretary of the American Home Economics Association, is a nationally recognized authority on quality standardization. She has had extensive experience in teaching at several colleges and universities, and holds the degree of Doctor of Education from Columbia University. Her appointment becomes effective November 23.

The consumer study in grade labeling will be carried on during the next few months in a number of large cities throughout the country. The project will be conducted in cooperation with home economics departments of several universities and under the direction of Miss Edwards.

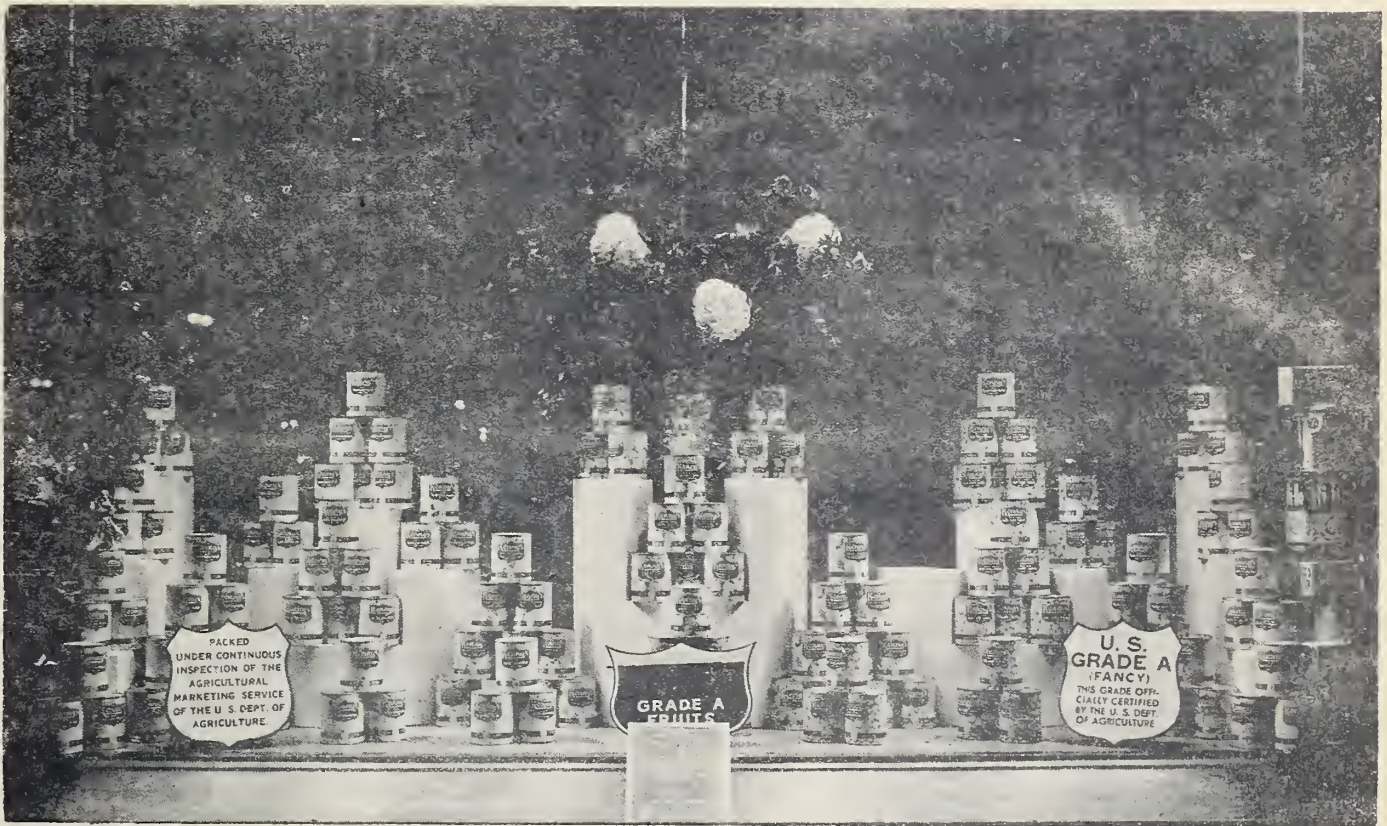
Simple grade terms on the labels of canned foods have helped consumers to identify quality and to pay on the basis of quality. An additional assurance of quality is now provided through the "continuous inspection" service recently inaugurated on an experimental basis by the Agricultural Marketing Service.

Under agreements with five canning concerns -- two in California, one in western New York, one in Michigan, and one in Florida -- the entire pack of each plant is inspected at each step of the canning process by Federal inspectors. A large part of the season's pack carries direct to consumers such officially certified designations on the labels as U. S. Grade A, U. S. Grade B, and U. S. Grade C.

Definite information on the value of such Government grade labeling is expected to be obtained as one phase of the project. Purchasers of canned foods in a number of large retail food stores throughout the country will be invited to answer a few simple questions pertaining to Government grade labeling. The answers to these questions will largely determine the future course of "continuous inspection." Miss Edwards will direct the survey and correlate the findings.

"Miss Edward's outstanding service in the interest of consumers," Mr. Kitchen said, "admirably fits her for this position. As a representative of the American Home Economics Association, she has participated in numerous conferences of representatives of national business and professional organizations dealing with problems of standards, labeling, and methods of merchandising consumer goods. She is a representative of the American Association of University Women on the National Consumer-Retailer Council. Her contributions to the current literature of consumer purchasing are outstanding in this field."





The accompanying photograph shows a window in a high-class Baltimore grocery store devoted entirely to a display of cans of fruit bearing the U. S. Grade A. The grade-labeled cans contain U. S. Grade A peaches, pears, Royal Anne cherries, fruits for salads, and fruits for cocktail. This is the first display of its kind on the Atlantic Coast, the items all having been packed under the continuous inspection of AMS. This means that the fruits in this case were under the continuous scrutiny of our processed foods inspectors from the time the fruits entered the plant until AMS certified the grade on the finished product.

The Baltimore display represents the effort on the part of one of the large wholesalers of this country to popularize grade-labeled merchandise. Reports reaching this Service indicate that consumers were highly pleased with the new type of label. In a test run a few days later in Hagerstown, Md., consumers showed a definite preference for the grade-labeled brand over nationally advertised brands that bore no statement as to grade.

The wholesale company which put on the Baltimore exhibit plans to have additional displays in a number of retail stores in the 40 cities in which they distribute their merchandise.



## 14 STATES MAKE NEW TESTS OF FARM-EMPLOYMENT DATA

Further progress is reported by the Agricultural Statistics Division in the work now being sponsored by the AMS for the purpose of improving present estimates of farm employment. Since March 1940, the Service has been testing the feasibility of sample census procedures in the collection of primary data on this subject in Arkansas and Iowa. Monthly enumerations of the number of persons employed on about 13,000 farms in these States have been made since that time. The project is financed through funds made available by the Works Projects Administration.

A less spectacular but perhaps equally important phase of this project, from the standpoint of improvement of current indications of employment, by States, also has been conducted in Iowa, Arkansas, and 12 other States. These new indications are now prepared and utilized currently in the analysis of the data for Massachusetts, Michigan, Iowa, North Dakota, Nebraska, Kansas, Maryland, Virginia, North Carolina, South Carolina, Florida, Kentucky, Arkansas, and Oregon. Special drives have been under way for some months in these States to increase the number of returns to the farm employment questions on the regular crop reporter questionnaires and to obtain employment information also from special lists of fruit, truck, and other specialty crop growers. The techniques employed in these tabulations were developed by A. R. Sabin in a special investigation conducted a few years ago with the assistance of the Works Projects Administration of New York City.

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The entire United States is now practically free of bovine tuberculosis, the Department announced November 8. The degree of infection in every county in every State has now been reduced to less than one-half of 1 percent, signifying practical eradication.

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More than two million members of public assistance families got surpluses through the Food Stamp Plan in September, using \$4,633,000 worth of new buying power in the form of blue surplus stamps, the SMA announced recently. Percentages of different surplus commodities bought with blue stamps in September showed only slight changes from August. Participating families used their surplus stamps, which gave them approximately a 50 percent increase in food buying power, as follows: 14 percent for butter; 14 percent for eggs; 17 percent for flour, rice, and other cereal products; 11 percent for vegetables; 13 percent for fruits; and 31 percent for pork products.



MONTHLY FLUID MILK MARKET  
REPORT NOW ISSUED FOR OHIO

In cooperation with the Ohio Bureau of Markets, the Agricultural Statistics Division is now issuing from its Columbus, Ohio, office a monthly fluid milk market report for Ohio. This report covers all of the principal fluid milk markets in that State. The price section of the report, patterned largely after the Division's national Fluid Milk Price Report, issued from the Washington office, gives the various class and net prices, by markets, paid Ohio fluid milk producers for milk produced primarily for fluid consumption, and also the prevailing retail prices paid by consumers. Retail prices are quoted for milk sold in both paper and glass containers. In addition, the report includes data on the receipts and utilization of milk and cream in the Ohio markets, as well as other local information needed to give Ohio milk producers and distributors a complete picture of current milk production and market conditions in that State.

Copies of this report are available on request to G. S. Ray, senior agricultural statistician, P. O. Box 146, Columbus, Ohio.

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AMS AID IN CONSTRUCTION OF NEW  
ROLLER COTTON GIN APPRECIATED

The brand-new roller gin recently installed at Canutillo, El Paso County, Tex., is attracting considerable attention in the cotton industry. This gin is a 12-stand outfit specially constructed for ginning only long-staple SxP and Pima cotton, and the AMS had a part in its development. It is said to be the "first out-and-out roller gin constructed in this country in 20 years -- and the first commercial-size roller gin ever to be built in Texas."

In an article in the COTTON & COTTON OIL PRESS of October 26, Albert A. Bursey, gin manager, gives high praise to the Dallas firm that built the gin "as it should be built" and to Messrs. Bennett and Gerdes of our cotton ginning laboratory at Stoneville, Miss., for cooperation and engineering advice. Mr. Bursey says, in referring to the technological and engineering advice furnished through our ginning laboratory:

"I am sure that had we not brought them in on the planning of our new plant it would be less efficient in many respects. \* \* \* Mr. Bennett and Mr. Gerdes are to be congratulated on the really outstanding results they are obtaining at Stoneville. \* \* \*"

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FLORIDA GROWER for November 1940, under the title "Seed Law Changes" discusses the Uniform State Seed Law recently released by AMS.

## INSPECTIONS OF F. & V. PRODUCTS FOR CANNING AND PROCESSING SHOW STEADY GROWTH

The volume of inspection work on products offered by growers to canners and processing plants has increased steadily since this service was established on tomatoes about 10 years ago. It has been just about that many years since the Department received requests from a number of grower groups for the establishment of grades which could be used as a basis for contracts with canners of tomatoes.

For many years tomato canners had been contracting with growers on the basis of a flat price. Such a practice placed no premium on the production of high quality, and the indefiniteness of such contracts as to what would be acceptable resulted in many arguments between the grower and the canner when unfavorable weather conditions affected the quality of the tomatoes or adverse market conditions lowered the price of the canned product. After several years of experimental work the Department established grades for various products, and many of the large canners began to base their contracts on these grades. A differential in price between the different grades gave the farmer an incentive to better production and penalized the careless producer. Definite information as to the quality of each load also enabled the canner to process it to the best possible advantage.

It is impracticable for the grower with the kind of labor usually employed for harvesting to do his own grading. He therefore brought his stock to the canner with the exception of badly decayed specimens or those which are clearly unfit for use. It was necessary, therefore, under the new contracts to establish some quick means of determining the percentages of No. 1's, No. 2's, and Culls which each load of tomatoes contained. An official inspection service was the only solution. And since the Federal-State shipping point inspection service covering fruits and vegetables was already in operation in important producing centers, it was not necessary to set up a new organization.

Under the system then worked out, and which is in operation now, the official inspector takes three or four hampers or lugs from each load, places the contents on a grading table, and rapidly throws the individual specimens into different compartments according to quality. The table is so arranged that after separation has been completed it may be tipped to one side to run the contents into baskets which rest on scales. The weight of the contents of each basket is taken and by a specially designed slide rule the percentages of the various grades are quickly obtained. The entire grading of the samples is done in the presence of the grower and he thus learns the basis of classification. The percentages are recorded on a ticket on the bottom of which gross, tare, and net weights of the load are afterward recorded. The original of this combination inspection memorandum and scale ticket goes to the canner, one copy being retained by the grower and one by the inspector.

Similar procedure to the foregoing is followed in the inspection of 13 different products for canning and processing. During the fiscal



year ended June 30, 1940, the quantities inspected -- in tons -- of these products were as follows:

Apples	27,244	Pears	91,542
Apricots	679	Prunes	2,295
Beets	38	Raspberries	1
Carrots	34	Spinach	2,949
Cherries	29,336	Strawberries	1,299
Grapes	25,707	Tomatoes	781,663
Peaches	230	Total in tons	963,017
		Equivalent carloads	80,250

MARY REDDING PARK

Friends and associates in the Agricultural Statistics Division and elsewhere in the Service were saddened by news of the passing of Mrs. Mary Redding Park on November 5. Her death occurred at the home of a sister in Baltimore. Mrs. Park had not been well for several years, and during the past year it had been frequently necessary for her to take extended leave from work. A devoted worker, she could always be counted upon for excellent performance of assigned responsibilities. Her period of Government service began in the Bureau of the Census on March 16, 1920. She subsequently worked in the Treasury Department, the Bureau of Mines, and again in the Treasury Department and the Bureau of the Census before she transferred to the Agricultural Statistics Division in September 1930.

Mrs. Park is survived by four sisters. Funeral services were held in Washington; interment was at Waynesboro, Pa.

GEORGE W. STOKES

Members of the Cotton Division, in Washington and the field, are sorry to learn of the death on November 1 of George W. Stokes. Mr. Stokes was, until September 30, a much-loved coworker in the field office at Atlanta. On that date he retired because of disability after 12 years of faithful service as scientific aid. Mr. Stokes assisted in handling the cotton samples in connection with the classification work.

Cotton buyers in the vicinity of the AMS classing office at El Paso are making good use of our classing and market news services. Many merchants in this area are buying their cotton supplies entirely on the basis of Government classification, and, in the case of extra-long staple, many of them are both buying from growers and selling to spinners or other purchasers on the basis of Government classification. It is gratifying to know that our services are thus of direct benefit in the orderly marketing of the cotton crop.

## FIVE U.S.D.A. UNITS RULED AS "DEFENSE AGENCIES"

Five units in the U. S. Department of Agriculture have been designated as "defense agencies" as a result of recent rulings by the U. S. Civil Service Commission. They are the Rural Electrification Administration, the Commodity Credit Corporation, the Office of Foreign Agricultural Relations, and the Land Acquisition and Cartographic divisions of the Soil Conservation Service.

Defense agencies have priority rights in drawing personnel from the Civil Service lists and are permitted to take employees from other agencies not designated as "defense" units, providing the employee and the Civil Service Commission agree.

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## COOPERATION AMONG THE AMERICAS TO BE FURTHERED BY NEW DIVISION IN THE FAR

Agricultural cooperation with the South and Central American Republics will be furthered by a new division -- Division of Latin-American Agriculture -- set up as a part of the Office of Foreign Agricultural Relations.

The Division, under the general supervision of Assistant Director Earl N. Bressman, who until recently was scientific adviser to former Secretary of Agriculture Wallace, will coordinate all phases of the program for encouraging production of crops that complement those of the United States, and in particular rubber. Included in this program are field investigations of the Bureau of Plant Industry and other science bureaus, the loan program of the Export-Import Bank, and the interchange of agricultural experts and scientists between the Americas. The division in its work will maintain contact with the Department of State.

Growth of the Office of Foreign Agricultural Relations has necessitated the appointment of two assistant directors: D. F. Christy and Doctor Bressman. Mr. Christy, who has been in charge of foreign agricultural research, will coordinate the economic work of the Office with other branches of the Department and with other Government departments. Doctor Bressman will have similar duties in connection with scientific work in foreign fields.

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Clyde C. McWhorter, cotton market news man at Memphis, Cotton Division, has taken on the job of preparing a market summary for the MID-SOUTH COTTON NEWS, monthly official publication of the Mid-South Cotton Growers Association. At the request of the editor, Mr. McWhorter is preparing a monthly column under the caption, "The Market in Review." His first contribution appeared in the issue of November 1, and deals with current sales, prices, and domestic consumption of cotton being ginned. A special section is devoted to the market situation in the Memphis territory.



INDIVIDUAL BEEKEEPERS;  
BEES AS "INDIVIDUALS"

Beekeepers as a whole are more "individual" and "different" than most other groups of agriculturalists, and they admit it, says Harold J. Clay, of the Fruit and Vegetable Division, who has recently returned from the annual convention of the American Honey Producers League and the American Honey Institute at Omaha, Nebr. At least they showed no resentment when a prominent speaker on the program made such a statement and said that beekeepers' wives must be a little "queer," too, or they would not have married such peculiar people. Perhaps the soothing influence of working with such an important group of insects that is financially profitable to man and yet that must be handled with calmness and patience contributes to such a reputation.

The outstanding event of the convention was the acceptance by a group of leading honey bottlers and bee supply men of a proposal to give Nation-wide publicity to honey during the coming year at a cost of \$20,000. A tie-in with the first paragraph comment is that much of the money is to be turned over to the advertising concern that "put-over" Sun Valley, West Palm Beach, etc.

In addition to appearing on the program of the Honey Convention Mr. Clay spoke over station WOW in Omaha on bees and honey. His opening remarks were somewhat as follows:

"I have just come from the annual convention of the American Honey Producers League and the American Honey Institute. Those at this convention are delegates of the greatest labor movement ever represented at one time, - 225 billion 'individuals.' Does this seem to come under the head of 'believe it or not?' Well, there are over  $4\frac{1}{2}$  million colonies of bees in the country, and a busy colony contains 50,000 individual bees. Multiplying one figure by the other, we have the incredible total of 225 billion individuals. And if you question that bees are individuals, try handling one ungently and watch her sit down on her rights as an individual."

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A program for 1941 which continues naval stores conservation as a part of the general Agricultural Conservation Program has been approved, the AAA announced November 5. Objectives of the program are conservation of timber resources and prevention of their uneconomic use and wasteful exploitation, through the adoption of approved turpentine practices including better fire protection and better cutting practices.

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Eighteen laboratory workers in the Grain and Seed Division are now occupying space in the South Laboratory Building at the Beltsville Research Center. Until further notice, mail will continue to be addressed to them through the Washington office of the Division.

NEW TRUCK CROP REPORTS  
RECEIVED VERY FAVORABLY

Vegetable growers, dealers, State and Federal agricultural agencies, and the press have reacted very favorably to the new semimonthly truck crop news reports which were inaugurated this year by the Agricultural Statistics Division. In New Jersey, where the service has been extended to include weekly releases through a special cooperative arrangement with the New Jersey Department of Markets, numerous favorable comments have been received by G. L. Morgan, State Agricultural Statistician.

Allen G. Waller, Secretary-Treasurer of the Northeastern Vegetable and Potato Council, an organization of growers, writes:

"At the meeting of the council held last Saturday (October 12) \* \* \* a motion was passed expressing appreciation, approval and a wish for continuation of this extra line of service."

Warren W. Oley, Chief of the New Jersey Bureau of Markets, says:

"I would like to express to you my appreciation of the way this project has been handled. Your office and Mr. Edward V. Lipman, who has been your agent, have been most cooperative, and from the reports that I have received, the news has been received with a great deal of satisfaction."

From Orley G. Bowers, County Agricultural Agent of Middlesex County, comes the following: "I feel \* \* \* the Truck Crop Notes \* \* \* are very well done, and are well received by our growers." While the Burlington County Agent, D. L. Kensler, wrote: "\* \* \* the material in the news letters is up-to-date and is very accurate \* \* \*. This service is most helpful to Burlington County farmers and should prove to be more and more so \* \* \*."

In a letter dated October 14, 1940, M. L. Stephenson, correspondent for the Associated Press, states: "I want you to know that the Associated Press appreciates receiving regularly the (truck) crop reports from your office \* \* \*."

Weekly releases also were issued during the past summer from the Albany, N. Y., office. R. L. Gillett, State Agricultural Statistician, reports, "a number of commendatory statements were made regarding the weekly vegetable crop reports."

In Maryland and Delaware, the service was on a semimonthly basis, nevertheless, C. E. Burkhead, Statistician in charge, says, "We have had many compliments on the reports we have issued during the season just ended."



## COTTON LABORATORIES PROGRESS WITH WORK; START NEW IMPORTANT STUDIES

Good progress is being made with work and other important work is getting under way at the cooperative cotton spinning laboratories at College Station, Tex., and Clemson, S. C., according to M. E. Campbell, in charge of the spinning work of AMS, who recently returned to Washington. In Texas Mr. Campbell conferred with J. T. Wigington, in charge of the laboratory there, about the work that is soon to be begun in connection with studies of several varieties grown in that area. The information obtained by the laboratory will be helpful to various agencies in recommending the varieties that, from a quality standpoint, produce cotton most desired by the manufacturers.

At the Clemson laboratory, J. M. Cook and staff are now completing studies of widespread interest concerning the comparative manufacturing quality of irrigated and nonirrigated cotton. While Mr. Campbell was at Clemson, he and Mr. Cook prepared a preliminary report of the findings of this test which formed a basis for a press release issued by this Service on November 11.

Mr. Campbell also spent a short time in Tucson, Ariz., with Professor E. R. Pressley, agronomist with the University of Arizona, in examining and discussing a new fiber testing instrument developed by Professor Pressley. This instrument appears to possess many desirable features in which this Service is interested, and arrangements were made for some informal comparative tests between this instrument and the Chandler bundle tester developed some years ago by the Government laboratories.

While on this trip, Mr. Campbell also visited the U. S. Cotton Ginning Laboratory at Stoneville, Miss., where he discussed with F. L. Gerdes, in charge of the AMS activities there, plans for spinning studies in connection with the ginning research program this year. A series of tests were outlined which will complete an interesting and valuable study of the comparative quality of saw-ginned and roller-ginned cottons.

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## BPI EXHIBIT NOW IN PATIO IN ADMINISTRATION BUILDING

AMS employees are invited to attend the exhibit of the Bureau of Plant Industry now in the patio of the Administration Building of the Department. The invitation was extended by Dr. E. C. Auchter, Chief of that Bureau, in a letter dated November 4 to Mr. Kitchen. It reads, in part:

"I should like to take this opportunity to invite you and all of the employees in your bureau to visit the exhibit. We expect to use living plants to illustrate our work in plant nutrition, introduction, and breeding. For this reason, I think that you might find the exhibit especially interesting. It will continue for the remainder of the month."

Easter lilies blooming in November, four-leaf clovers, cotton stalks with open bolls, giant bamboos, and sugarcane 15 feet tall, are all used to portray some of the highlights of the work of BPI.

AMS MEN TAKE PART IN OFFICIAL  
AGRICULTURAL CHEMISTS' MEETING

Two divisions of the AMS -- the Insecticide Division and the Grain and Seed Division -- were represented at the 56th Annual Meeting of the Association of Official Agricultural Chemists, which was held at the Raleigh Hotel in Washington, D. C., October 28-30.

This is an association of chemists and other workers in the United States and Canada charged with official control of fertilizers, insecticides, foods, and other products relating to agricultural pursuits. The purpose of the Association is to secure, devise, test, and adopt uniform and accurate methods of analysis for these products.

The Insecticide Division was represented at the meeting by Dr. C. C. McDonnell, E. L. Griffin, J. J. T. Graham, C. G. Donovan, and H. H. Custis of Washington, and by R. Jinkins of Chicago.

A report on methods of analysis for pyrethrum, derris, and cube was presented by J. J. T. Graham, referee on insecticides, and a similar report for fluorine was presented by C. G. Donovan, associate referee. E. L. Griffin served as chairman of "Committee A" which passes on the reports of referees relative to methods for insecticides, stock feeds, fertilizers, and other materials. Dr. McDonnell, a past president of the Association, was a member of the nominating committee.

The Grain and Seed Division was represented by Dr. Lawrence Zeleny and other members of the staff, among them M. H. Neustadt, Alfred Christie, and Louis Feinstein. Dr. Zeleny presented a report on "Fat Acidity in Grain." Mr. Christie made an informal report on a new method of determining moisture.

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C. C. Farrington, former assistant director of the Western Division, AAA, has been named Vice President of the Commodity Credit Corporation to succeed John D. Goodloe, resigned, the Corporation's President, Carl B. Robbins, announced November 7. Mr. Goodloe left CCC to become Vice President of the Defense Supplies Corporation, a division of the RFC. Mr. Farrington has been with the Department of Agriculture since 1928, formerly with the Cotton Division of AMS.

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D. L. Floyd, formerly in charge of the Athens, Ga. office of the Agricultural Statistics Division, has been appointed by the Bureau of the Census as Chief Statistician of their Division of Cotton and Oils. Mr. Floyd has been assisting that Bureau since last April 8, when he was brought to Washington by AMS and detailed to serve the Division of Agriculture as cotton expert in connection with the 1940 Census of Agriculture.



## TO AMS WORKERS IN WASHINGTON

"Once a Year--They Look to You" is the slogan of the Thirteenth Annual Community Chest Campaign of Washington. And now--November 13 to 26--is the time for us to do our part. Now is the time to help our less fortunate neighbors with the troubles that are too heavy for them to bear alone.

The Chest is the American way of helping the voluntary welfare agencies to maintain our community's first line of defense. The keyman in your division is the link between the Chest and you who make possible the services of the 87 social agencies affiliated with the Chest.

The quota this year for the Agricultural Marketing Service is \$5,444. In meeting this quota I am sure that every worker in the Service in Washington will want to help. Therefore, during the next 2 weeks each one of us will be given an opportunity to share in the support of this voluntary social service. And if each of us gives as generously as we are able, we will be doing our part for the welfare of our community.

Sincerely,

C. W. Kitchen, Chief

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PUBLICATIONS ON MARKETING  
in the Library  
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Indiana

Mitchell, M. Paul. Some do's and don't's to be observed in marketing livestock. 8pp. Lafayette, Ind., May 1940. (Purdue university. Agricultural extension service. Leaflet no. 218)

Oregon

Wilster, G. H. and Carpenter, Paul. Marketing Oregon butter and cheese ... 55pp. Corvallis, May 1940. (Oregon state college, Extension service. Ext. Bul. no. 541.)

"Oregon state system of higher education."

"Constitutes both an historical and progress report and a projected plan for the future."

Vermont

Sonley, L. T. Cost of transporting milk and cream to Boston. 56pp. Burlington, Vt., 1940. (Vermont. Agricultural experiment station. Bul. 462)

"A contribution to the regional program of research in milk marketing sponsored by the New England research council on marketing and food supply."

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Thompson, Sam H. Economic trends in livestock marketing. 174pp., processed. St. Louis, Chicago, etc. J. S. Swift co., inc. 1940 280.340 T37

Partial contents: Recent changes in livestock marketing; Increase of livestock income for effective marketing; Developing effective organization for cooperative livestock marketing.

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 INSTRUCTIONS, REGULATIONS, RULINGS  
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DESIGNATIONS OF DIVISIONS AND  
 SECTIONS OF AMS STANDARDIZED

"With a view to standardizing the designations of the various Divisions and Sections under the Agricultural Marketing Service," Mr. Kitchen writes in Administrative Memorandum No. 262, dated November 2, 1940, "the following will be used as the standard terminology and will be used and referred to in all official correspondence and other official documents and papers:

"Business Administration Division:	Agricultural Statistics Division
Budget and Accounts Section	Cotton Division
Machine Tabulation Section	Dairy and Poultry Division
Mails and Files Section	Fruit and Vegetable Division
Personnel Section	Grain and Seed Division
Procurement Section	Insecticide Division
Technological Investigations	Livestock, Meats and Wool Division
Section	Marketing Information Division
Leased Wire Section	Packers and Stockyards Division
Vise Section	Tobacco Division
	Warehouse Division
	Naval Stores Section"

LONG-DISTANCE TELEPHONE  
 CALL CERTIFICATES

The requirement regarding the use of Form Ad-102 has been modified to the extent that this form will not hereafter be required to support telephone calls billed to field offices or reimbursed to travelers, when claimed on expense accounts, where the charges for such calls are less than \$1.00.

On and after November 1, 1940, Form Ad-102 will be required from a field office or from a traveler claiming reimbursement for toll charges where the amount of such charge is \$1.00 or more. Each voucher covering telephone service charges rendered to field stations must be supported by a certification signed by the officer in charge that "the long-distance telephone calls covered by this voucher (statement) were necessary on account of official business, were not personal and were in the interest of the Government." Travelers claiming reimbursement for official long-distance calls paid from personal funds must make the same certification immediately under the toll charges for which they are claiming reimbursement.

RULING ON MISUSE OF GOVERNMENT  
 PROPERTY TO BE STRICTLY OBSERVED

The attention of this Service has been called to the fact that Government time, personnel, and duplicating equipment have been used in performing unofficial work. In this connection it is necessary that Department Regulation 4225 on the subject of Misuse of Property be strictly



observed by representatives in charge of field offices. Arrangements should be made in each office to prevent the operation for any employee of photostat machines, mimeograph machines, or other duplicating equipment. From time to time a check should be made to make certain that unofficial work is not performed.

#### SPECIAL PER-DIEM RATES FOR PERIOD OF WORLD'S FAIRS NOW DISCONTINUED

Inasmuch as the World's Fairs at New York City and San Francisco have been concluded, Administrative Memorandum No. 141, Amendment No. 1, advises, the special rate of per diem prescribed for those cities has been rescinded, effective November 1, 1940, and travelers will be allowed the standard rates authorized for all cities.

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REPORTS AND RELEASES  
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#### ABSTRACTS

THE MOISTURE LIMIT FOR SAFE STORAGE OF FLAXSEED, issued as a mimeograph, contains abstracts from an article by A. C. Dillman, associate agronomist, BPI, and R. H. Black, senior marketing specialist BAE, published in the JOURNAL OF THE AMERICAN SOCIETY OF AGRONOMY, August 1929.

#### MARKET SUMMARY

MARKETING GEORGIA PEACHES, by R. E. Keller, Macon, Ga.

#### PRESS RELEASES

OCTOBER FARM PRODUCT PRICES RISE 2 POINTS (Oct. 29.)

NEW JERSEY COMPANY FINED \$200 FOR VIOLATING INSECTICIDE ACT.  
(Oct. 26.)

DIFFERENCES IN QUALITY OF RAIN-GROWN AND IRRIGATED COTTON SHOWN BY TESTS. (Nov. 12.)

RYE HELD FOR SEED ACT VIOLATION RELEASED TO CLAIMANT UNDER BOND.  
(NOV. 14.)

SNOW AND COLD WEATHER REDUCE 1940 TURKEY CROP. (NOV. 15.)

#### REPORT

COTTON, ACREAGE, YIELD, AND PRODUCTION, 1866-1938, BY STATES, and Related Data. This is a 66-page report, prepared in the Agricultural Statistics Division.

#### RULES AND REGULATIONS

RULES AND REGULATIONS of the Secretary of Agriculture governing the Tobacco Seed and Plant Exportation Act are defined in a recent mimeograph.

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COTTON LINTERS is a selected list of references in English, 1900-July 1940, compiled by Emily L. Day, library specialist in cotton marketing, under the direction of Mary G. Lacy, librarian of BAE. It has been released by that Bureau as Agricultural Economics Bibliography No. 88.

MANUSCRIPTS TRANSMITTED  
FOR OFFICIAL PUBLICATION

The following manuscripts were submitted during October to the Division of Publications for printing:

Notices of Judgment Under the Insecticide Act, Nos. 1740-1762  
Report of the Chief of the Agricultural Marketing Service, 1940.

ARTICLES EDITED FOR  
OUTSIDE PUBLICATION

The following articles were edited during October for use in proceedings or periodicals named:

Andersen, Alice M.: Germination of Seeds of Paspalum notatum Flügge.  
For American Journal of Botany.

(Bennett, Charles A., A. C. & Eng.) and Gerdes, F. L.: The Operation and  
Care of Gin Saw Sharpening Machinery. For Cotton Ginners' Journal.

Clay, Harold J.: Increasing Local Sales of Honey. Address, Annual Convention, American Honey Producers' League and American Honey Institute, Omaha, Nebr., Oct. 23, 1940.

Clay, Harold J.: Review of 1940 Honey Season. For New York Herald Tribune.

Clay, Harold J.: Efforts of National Peanut Council May Improve Quality of Marketed Peanuts; Present Market Prices Show Little Change. For The Peanut Journal Publishing Co., Suffolk, Va.

Harlan, C. L.: Prospective Livestock Supplies. Address, Meeting, Institute of American Meat Packers, Chicago, Oct. 21, 1940.

King, A. J.: Pre-Harvest Wheat Survey. Address, Kansas Weather Yield Seminar, Kansas City, Nov. 2, 1940.

Meloy, G. S.: American Cotton Linters. For Cotton Trade Journal, International Edition.

(Gibson, Kasson S.) and Nickerson, Dorothy: An Analysis of the Munsell Color System Based on Measurements Made in 1919 and 1926. (No. 1 of a series of 5 papers on the Munsell system.) Address. (To be printed in Journal of Optical Society. December 1940.)

Phillips, O. F.: New Varieties of Wheat in Relation to Inspection and Grading Under the United States Grain Standards Act. Address, Meeting, American Society of Agronomy, - Crops Section, Chicago, November 1940.

Wilson, John L.: Milk Production Trends. Address, Meeting, International Association of Milk Dealers, Atlantic City, Oct. 22, 1940.

Zeleny, Lawrence: Report on Fat Acidity in Grain. Address, Meeting, Association Official Agricultural Chemists, Inc., Washington, Oct. 28-30, 1940.



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HERE AND THERE  
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Carl H. Robinson, in charge of the Cotton Division, returned to Washington on November 4 from a field trip on which he visited the classing offices of the Division located in Alabama, Louisiana, Texas, Oklahoma, and Tennessee. He conferred concerning administrative matters at several points and inspected the new offices established for classing "loan" cotton.

Mr. Robinson reports that cotton growers are much pleased with the classing service and with the promptness with which the information is made available, and that cotton merchants, warehousemen, and others concerned are high in their praise of the way the classing is being handled. He attributes the universally favorable comments concerning this service to the efficient classing force at each of these points and the cooperation, loyalty, and hard work of the clerical force and laborers. It has not been easy to give a 1-day service during the peak of the ginning season, and much overtime work has been necessary during the last 2 months. To date, considerably more than 2 million bales of loan cotton have been classed and more than 1 million bales of Smith-Doxey cotton.

John A. Zelinski, principal valuation engineer, Howard D. Dozier, senior economist, and Harold E. Bufkin, chief accountant, Packers and Stockyards Division, left Washington November 11 for National Stock Yards, Ill., to attend conferences preliminary to a formal hearing beginning November 18 at that market on P. & S. Docket No. 1246, in which they will testify and assist. The hearing will investigate the reasonableness of the rates and charges of the St. Louis National Stock Yards Company. Mildred Aaberg, Mary A. Kelly, Pauline N. Fox, and Hilda Meekin, of the reporting force of the Packers and Stockyards Division, will leave Washington November 17 for the purpose of reporting the above-mentioned hearing.

C. L. Finch of the Cotton Division left Washington on November 6 for Stockton, Calif., where on November 11 he delivered an address entitled "Future Demand for California Cotton" before the annual convention of the California Farm Bureau Federation (Cotton Department). On his return trip from California, Mr. Finch will visit cotton classing offices of the Division at Phoenix, El Paso, Oklahoma City, Little Rock, and Memphis.

In addition to the two statisticians named in the last issue of the NEWS, Dr. R. L. Gillett, senior agricultural statistician in charge of the Albany, N. Y., office of the Agricultural Statistics Division, also served on the Crop Reporting Board for the November general report.

Arthur C. Jones, for the past 11 years a member of the Cotton Division, has resigned to take a position with the Lane-Atlantic Corporation. The concern has offices in cities in the East and the West. In his new work Mr. Jones will deal with and be in charge of certain technological aspects of testing and research.

G. S. Meloy of the Cotton Division left Monday, November 11, for Columbia, S. C., Atlanta, Ga., Birmingham, Ala., and Memphis, Tenn., where he will confer with various cooperators and fieldmen concerning the Division's cottonseed-grading and market news work. He is expected to be away about two weeks.

L. M. Davis, Dairy and Poultry Division, will meet with a group from the Council of New England Egg Cooperatives on November 15 at Providence, R. I., for the purpose of discussing market news problems from the standpoint of New England egg and poultry producers. The previous day will be spent at the Boston office where market reports on nearby eggs and poultry are issued. Mr. Davis will also stop at Storrs, Conn., to confer with representatives of the Extension Service at the University of Connecticut regarding a statistical project covering eastern egg auctions.

The absence of Charles S. Shaw of the staff of the AMS laboratories at Stoneville, Miss., during the first week of November was occasioned by the serious illness and death of Mrs. Shaw and of their infant son. Mr. Shaw's many friends in Washington and the field sympathize deeply with him in his loss.

Dr. B. C. Pier, Dairy and Poultry Division, left Washington on November 10 for a trip to the Middle West and the Pacific Coast in connection with the supervision of the dressed poultry inspection work in those areas. Dr. Pier will visit Chicago and Rock Falls, Ill., Austin and Minneapolis, Minn., Seattle, Wash., Hillsboro, Oreg., San Francisco and Los Angeles, Calif., Salt Lake City, Utah, Omaha, Nebr., Des Moines and Clinton, Iowa, Fort Wayne, Ind., and Pittsburgh, Pa. During his trip Dr. Pier will confer with Dr. C.E. Edmunds, supervisor of the dressed poultry inspection service for the Middle West, and Dr. Irwin Erickson of the Seattle office. He will also visit a number of plants at which poultry inspection service is being rendered. It is expected, as the result of his trip, that further progress will be made in standardizing the poultry inspection work.

Roswell Jenkins, associate chemist in charge of the Chicago Insecticide Laboratory, was in Washington from October 28 to November 1 attending the meeting of the Association of Official Agricultural Chemists, at which he was an associate referee on naphthalene. He also consulted with the administrative officers and chemists of the Insecticide Division about the work of his laboratory.

B. J. Ommodt, of the Los Angeles, Calif., office, Dairy and Poultry Division, attended the annual meeting of the California Creamery Operators Association in Oakland, Calif., November 13. Mr. Ommodt spoke on "Butter Grading in Relationship to Quality Improvement."

Last week E. J. Rowell, Marketing Information Division, spent several days on a trip to New York City, Cleveland, and Pittsburgh, made in the interest of further dissemination of AMS market news by press associations and radio stations.



Lester Kilpatrick, of the New York office, Dairy and Poultry Division, visited the Washington office on November 8 en route to New York from a series of turkey grading schools held in the Middle West. Mr. Kilpatrick assisted in the conduct of turkey grading schools at Urbana, Ill., Columbia, Mo., and Cedar City, Gunnison, and Tremonton, Utah. He conducted, independently, schools at Lincoln, Nebr., Stillwater, Okla., and Abilene, Tex. Mr. Kilpatrick's services will be utilized in New York in the check-grading of any cars of turkeys arriving at that point concerning which there may be any question about the correctness of the grading at shipping point or about the condition of the turkeys upon arrival at New York. Mr. Kilpatrick reports good attendance at the schools which he conducted and keen interest in the Federal-State turkey grading work.

R. L. Nixon, of the Washington office, Cotton Division, is assisting with the statistical work and the field-contact work of the Atlanta office during the seasonal rush period.

D. H. Foster, assistant agricultural statistician, New York, will assist the Crop Reporting Board in preparing the November 15 Price Report, which will be released on November 29.

R. C. Soxman of the Cotton Division left Washington on November 12 for points in Texas. He will be away during the last half of November in connection with marketing studies being conducted in that State.

Marie C. Dinsmore is the new clerk in the office of A. M. Agelasto, Cotton Division. Mrs. Dinsmore was formerly employed in the Bureau of Internal Revenue.

Claribel R. Barnett, who has been an employee of this Department since 1895 and chief librarian since 1907, retires today (November 15) after 45 years of service. Miss Barnett reached the minimum retirement age last March, but postponed retirement until this month at the request of former Secretary of Agriculture Henry A. Wallace. Ralph Robert Shaw has been appointed to succeed Miss Barnett.

Emma B. Hawks, who entered the Department Library the same month and year as Miss Barnett, in May 1895, also retires today after 45 years of service. Miss Hawks has been assistant librarian since 1907.

Mr. Shaw was born in Detroit in 1907. He received a B.A. degree from Adelbert College and B.S. and M.S. degrees in library science from Columbia University. Since March 1936 he has been chief librarian of the Gary (Ind.) Public Library. He is author of two books and various articles on specialized library work.

## CHANGES PROPOSED IN FEDERAL STANDARDS FOR OATS AND RYE

As we go to press, Mr. Kitchen announces six public conferences to discuss proposed amendments to the United States grain standards for rye and for oats. Dates and places for the conferences have been scheduled as follows:

- Dec. 9 - 1:30 p.m. - Grand Forks, N. Dak., City Hall Auditorium
- Dec. 10 - 2:30 p.m. - Minneapolis, Minn. - Chamber of Commerce Bldg., Directors' Room
- Dec. 12 - 1:30 p.m. - Aberdeen, S. Dak. - Post Office Bldg., Committee Room
- Dec. 13 - 2:30 p.m. - Omaha, Nebr. - Grain Exchange Bldg.
- Dec. 18 - 2:30 p.m. - Peoria, Ill. - 330 South Washington Street, Exchange Room
- Dec. 19 - 2:30 p.m. - Chicago, Ill. - Board of Trade Bldg., Room 558

The proposed amendments, also announced today, include the addition of a special grade to designate Columbia oats; and special grades to designate rye containing not more than 5 percent of thin kernels, and rye containing more than 20 percent of thin kernels.

"It is believed that the proposed amendments, if adopted," Mr. Kitchen said, "would modernize the standards to conform with changes that have occurred in recent years in the production, merchandising, milling, and processing practices with respect to these grains.

The proposed amendments, if adopted, will become effective at the beginning of the 1941 crop movement of rye and oats. Ninety days' public notice must be given by the Secretary of Agriculture, however, before the standards may become effective.

The public is invited to attend the conferences and to participate in the discussions. Detailed information concerning the proposed changes may be obtained upon request from the AMS, Washington, D. C., or from any of its grain and seed field offices. Communications on the proposals should be addressed to the Chief of the Service, to be received not later than December 23.

Another announcement reports that the 140 bags of unlabeled seed, seized under labeling provisions of the Federal Seed Act, were recently released to the claimant under bond providing that the seed will not be sold contrary to law. The lot of seed rye was shipped by truck from Salisbury, Md., to Wilson, N. C. "Conclusion of this case," Mr. Kitchen said, "marks the first instance under the new Act in which seizure of seed transported by truck was recommended due to failure to label as required by the Act."



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# The News

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ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 2, 1940

Vol. 3, No. 11

## CHIEF TO HAVE BUSY PERIOD IN THE FIELD

December finds Mr. Kitchen scheduled for two speeches at meetings and one on the radio, and for attendance at two meetings of AMS -- all away from Washington. On the 9th he will address the annual meeting of the American Farm Bureau Federation in Baltimore on the subject, "A Program for the Federal Inspection of All Leaf Tobacco." Two other representatives of AMS -- W. G. Meal and Charles E. Gage -- also will be present at this meeting.

On the 11th, Mr. Kitchen will attend the annual meeting of the Association of Commissioners, Secretaries, and Directors of Agriculture at New Orleans and give an address entitled, "Federal-State Cooperation in Marketing Services."

The Chief will go to Chicago to take part in the conference on December 15 between local and Washington representatives of the Dairy and Poultry Division with respect to the application of the U. S. standards for quality of creamery butter. (See article top of page 2.) On the morning of the following day he will attend the Division's conference on the proposed revisions in the U. S. standards for eggs. At noon, December 16, he will participate in the Department radio program celebrating the 20th anniversary of market news. (See page 5.)

Unless the pressure of work in Washington forbids, Mr. Kitchen plans also to conduct the public hearing at Peoria, Ill., on December 18, and the one at Chicago, on December 19, which the Department has called to discuss proposed amendments to the United States grain standards for rye and for oats. (For a full statement of these hearings see article in THE AMS NEWS of November 15.)

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Twenty years ago this month the Department sent out its first broadcast of market information. Actually, the so-called "broadcast" was a "wireless" and its reception depended upon the helpful cooperation of amateurs who interpreted the meaning of the "dots and dashes." Nevertheless, that modest beginning set in motion a service that has since become indispensable to farmers. Today more than 400 radio stations are broadcasting farm market news one or more times daily. For a full account of the development of this service see "Mike" Rowell's story, page 5.

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## FIRSTHAND OBSERVATIONS TO BE MADE OF USE OF U. S. STANDARDS FOR BUTTER

In April 1939 the Dairy and Poultry Division established official U. S. standards for quality of creamery butter after the use for a number of years in its grading work of tentative standards. The official grades represent the experience gained by the Division's butter graders for 20 years previous to their adoption, in developing a method of grading to produce results as correct and uniform as possible. They were tested for months in actual grading work before they were officially promulgated.

Now, after nearly 2 years of use in the merchandising of butter, the Division wants to make an appraisal of the practicability of the official standards and to study firsthand some of the problems arising in the grading service as used by various organizations. To this end, Roy C. Potts, in charge of the Division, two supervisors -- B. J. Ommodt, Los Angeles, and Bruce S. Mars, New York --, and Walter J. Schriver of the Chicago office will visit during the week of December 9, seven butter grading stations in Minnesota and Iowa.

At the grading stations the group will take note of the operating methods of the graders and the problems incident to the use of the standards. Independently of the regular graders, they will grade as many shipments of butter as are available and are convenient or practical for Mr. Potts and Messrs. Ommodt, Mars, and Schriver to examine.

Conferences have been arranged with representatives of the organizations for which the grading service is performed. These will be held to discuss any problems that relate to the use of the grading service as a part of the butter purchasing and marketing programs of these organizations.

Upon completion of these investigations the group will hold a conference on Sunday, December 15, with representatives of the Chicago office, at which Mr. Kitchen will be present for a discussion of the problems that lie ahead in carrying on and further developing the butter grading service.

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The Department of Agriculture announced November 20 that the Commodity Credit Corporation will make loans on 1941 corn to farmers in the commercial corn area at 61 cents per bushel. The 1940 rate compares with a loan of 57 cents per bushel in 1939. Other principal changes in the 1940 loan program, designed to encourage longer term storage, are: (1) the period during which loans are available has been extended from 4 months to 10 months; and (2) the term of the loan has been extended from 1 year to 3 years. The 1940 commercial corn area includes 599 counties in the States of Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, Ohio, South Dakota, and Wisconsin.



## AMS MEN TAKE PART IN 41ST INTERNATIONAL LIVESTOCK SHOW

The International Livestock Exposition, now in progress in Chicago, finds staff members of AMS again lending assistance as they have done in many previous years. The Exposition, the forty-first to be held, opened in Chicago on November 30 and will continue through December 7. Attendants from AMS include Mr. Reed, Assistant Chief, C. L. Harlan of the Agricultural Statistics Division, Carroll F. Duvall of the Exhibits and Photographic Laboratory, and W. O. Fraser, E. W. Baker, James W. Christie, Arthur T. Edinger, and Meade T. Foster of the Livestock, Meats, and Wool Division.

Mr. Reed is in Chicago to take part in the meeting of the International Crop Improvement Association. He will speak on the subject, "The Provisions and Requirements of the Suggested Uniform State Seed Law."

Mr. Fraser's attendance at the Exposition is incidental to his presence in Chicago for two meetings -- the American Society of Animal Production and the Research Committee on Livestock Marketing of the North-Central States. He entered into discussions in connection with standardization problems at the second meeting, which closes today, December 1.

Mr. Harlan will stop in Chicago after participating in a stockyards rate hearing under the Packers and Stockyards Act at National Stockyards, Ill.

Mr. Christie is acting as judge of wool at the Exposition; Mr. Edinger and Mr. Foster are serving as judges in the students' meat and livestock judging contests. Mr. Foster also will attend the meeting of the American Society of Animal Production where he will speak on the subject, "Processing, Packaging, and Distribution of Lard."

Mr. Baker is assisting members of the Chicago office of the Livestock, Meats, and Wool Division with the preparation of radio, wire, and press releases relating to the sale of show animals. Mr. Baker interrupted an extended trip in the interest of the market news service to help with this work in Chicago. At its completion he will proceed to Louisville and Nashville before returning to Washington.

Mr. Duvall has been in Chicago since November 25 to prepare and set up the Department exhibits. He is officiating at the Informational Booth.

### Work of Several AMS Divisions is Represented in Exhibits

Displays have been arranged showing the mechanism by which information used in livestock market news reports of AMS is gathered and compiled for distribution. Operations and functions of the Packers and Stockyards Act are shown in another part of the exhibit. The meat grading service is explained largely through the use of photographs.

## AMS TO INSPECT TOBACCO IN CONNECTION WITH CCC LOANS

Upon application of the Commodity Credit Corporation, the Tobacco Division has made arrangements to provide inspection service in connection with the loan program for fire-cured and dark air-cured tobacco. This program has been made necessary by the almost complete stoppage of exports of these tobaccos by reason of the European War.

Under the program, tobacco dealers in the export trade and cooperative marketing associations will make purchases under financing arrangements established by the Corporation, and the tobacco will be pledged as security for the loan. The Tobacco Division will place inspectors in the prize-ries of the dealers and associations involved and issue a certificate of grade on each hogshead prized.

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## COTTON CLASSING WORK HEAVY; BUT 1-DAY SERVICE MAINTAINED

In spite of the greatly increased volume of cotton being handled at the field classing offices of the Cotton Division in Georgia, Tennessee, Arkansas, Oklahoma, and Texas, reports John L. McCollum, who recently returned from those States, a high standard of classing service is being maintained.

In the Dallas territory almost 600,000 bales of Smith-Doxey cotton have been classed this season, and a 1-day service for samples has been consistent. In this territory, classing offices are operating at Dallas, Austin, and Lubbock in Texas and at Altus in Oklahoma.

The interest of cotton growers in this service is shown by the fact that the number of organized groups in the Dallas territory who have applied for it has increased from 61 in 1938 to 705 in 1940, the grower-members of these groups having increased from 2,419 in 1938 to 56,991 in 1940, and the cotton acreage having increased from 97,876 in 1938 to 2,240,249 in 1940.

Similarly, organized growers in Arizona, California, New Mexico, and the irrigated section of Texas have submitted more than 310,000 bales of cotton for classification at El Paso, Tex., and Bakersfield, Calif. Use of the service in this territory has grown from a participation of 45 grower groups having 1,862 members and 166,115 acres planted to cotton in 1938 to 104 grower groups having 10,508 members and 579,429 acres planted to cotton in 1940.

The Washington office is gratified with these reports and with the loyalty, cooperation, and hard work shown by the employees attached to these field offices.

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## 20 YEARS OF RADIO MARKET NEWS

As Told to the Editor

By E. J. ("Mike") Rowell

The 20th anniversary of market news broadcasts will be observed on the Farm and Home Hour on December 16. But Agriculture's first broadcast of market information, sent over the airwaves on December 15, 1920, was in reality "wireless" and not a broadcast as we think of it today. Neither the difference in the generally accepted meaning of the word, however, nor the difference in the methods of transmitting and receiving detract from the importance of that event 20 years ago. It was the first step toward instantaneous transmission of market news from the market place to the farm home.

Only a handful of amateurs heard that first message which was sent from station NAA of the Bureau of Standards in Washington. But these amateurs proved most cooperative. They not only listened carefully to each letter as it was tapped out in dots and dashes but they made copies of the reports and turned them over to newspapers, county agents, and others who could assist in spreading the news. Three months later, George Livingston, then Chief of the Bureau of Markets, said: "If the success of the present experiment continues as it has begun, it will be desirable to conduct further experiments from some centers in the Middle West, such as Kansas City or Chicago. The air conditions are more favorable there and within a radius of a few hundred miles thousands of small country towns could be included, giving a better opportunity to test the system than in the region centering in Washington."

First Success Continues

The records show that this success did continue. In April of 1921 the radio dissemination was extended to three stations -- Bellefonte, Pa., Omaha, and St. Louis. Concerning this expansion of the work, H. Howard Bigger, wrote in part as follows in the May 1, 1921, issue of THE DAKOTA FARMER:

"I was privileged to be in Omaha, Nebr., on April 19 when an epoch-making event took place -- an event which has much more than passing significance to the industry of agriculture. At 11:15 a.m. on that date, a radio message was flashed from the Ak-Sar-Ben flying field which is of especial interest to the residents of the Dakota Farmer Empire. It is of interest because it marks the beginning of a radio market news service which will be available to a considerable portion of South Dakota and second because the service at Omaha was installed under the direction of a former resident of South Dakota, W. A. Wheeler." (Mr. Wheeler is now Special Consultant, Seed and Forage Marketing, in the AMS.)

"The radio market news service overcomes the obstacles of ordinary means of communication and transportation. It does not depend upon railroads or upon telegraph lines but as the term implies, radiates market reports through space. The farmer many miles from either a railroad or telegraph office, may receive the market reports in as full detail as the farmer living in the outskirts of a city."

At that time there were some 6,000 liensed wireless operators, and it was to this group that the Department looked for cooperation in listening to the dots and dashes and translating them into a usable market report. Judging from reports printed in the farm magazines and daily papers of that period these men did provide extensive and extremely valuable cooperation. Radio dissemination of market reports was off to a good start.

### "Radiophone" Enters the Picture

But changes were taking place. A thing called "radiophone" had come into the picture. A few had heard these voice broadcasts even before the first market report was sent by wireless. But it was almost impossible to buy receiving sets, as few places had them for sale and they were rather costly. On May 19, 1921, J. K. Boyd of the Pittsburgh office of the Fruit and Vegetable Division provided KDKA with the information for the first regularly scheduled market broadcast in which the voice of the sender could be heard by farmers and others a few miles or a few hundred miles from Pittsburgh.

From broadcasts by voice over one station the broadcasting of market reports spread across the country in what seemed in those days the speed of a prairie fire. In 1923, 85 stations were sending out market reports daily and estimates indicated that more than 145,000 farm homes were equipped with radio. By 1929, the number of radio stations broadcasting market reports had increased to 110. By 1937, the number had reached 190. Most of the increase in radio dissemination of market reports by radio has come during the past 3 years. Today more than 400 stations are broadcasting market reports and latest estimates place the number of rural homes equipped with radios at about ten million.

### J. C. Gilbert Did Pioneer Work

The early market news radio work was in charge of J. C. Gilbert, who died in 1930. Early writings of Mr. Gilbert not only tell of the radio broadcasts but provide information designed to help farmers build receiving sets. In 1923, under his direction, a considerable proportion of the Department's exhibit at the International Livestock Show was devoted to radio receiving equipment for the purpose of showing, from the point of view of the farmer, the practical application of this newest means of communication. That year, seeing the possibilities ahead, he wrote these words: "It is quite generally conceded by all who have given the subject any thought at all that there is no group of people in this land of ours whose need for the benefits of radio are greater than those who live in small towns and on farms."

Today, many market news men broadcast one or more times daily directly from their offices, giving farmers and others information on supplies, demand, and prices while the news still has real value. In other cities the market news men send their reports to the stations by telephone and messenger. Extensive distribution of these reports is provided direct to radio stations by the press associations. Through this latter arrangement stations at some distance from our nearest office are able to present reports comparable with those presented by stations in cities where he have offices.



The Department of Agriculture's portion of the National Farm and Home Hour (12:30--1:15 EST) on Monday, December 16, will tell of the changes which have taken place in marketing methods and the growth in use of radio by the Service during these 20 years. During the opening minutes of this part of the program Wallace Kadderly, Chief of Radio Service of the Department, and E. J. Rowell, radio market news specialist in AMS, will review some of the radio events of 1920 and 1921. Market news men from three divisions will tell of some of the changes in their work during this period due to changed marketing practices and radio. E. R. Biddle will speak from New York, L. M. Wyatt from Chicago, and F. H. McCampbell from San Francisco. Mr. Kitchen, speaking from Chicago, will comment on the extent of the present market news services and the place of radio in the dissemination of these reports. Eighty-five stations, coast to coast, will carry this program.

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The October issue of INDUSTRIAL STANDARDIZATION calls to the attention of homemakers, and of quantity buyers for public dining rooms and institutions, the AMS pamphlet, "The Consumer and the Standardization of Farm Products." This pamphlet also is cited in the October 1 issue of CONSUMERS' GUIDE. Result: An average of about 30 individual requests a day for the past 2 weeks!

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Commenting on the Annual Market Summary of California Rice, issued November 5 by Frank L. Lyons, in charge of the San Francisco, Calif., office of the Grain and Seed Division, Del Valle, Kahman & Co. of that city, wrote him recently:

"We \* \* \* wish to compliment you on the exceedingly correct and interesting information you have so clearly stated therein. This is one of the finest reports we have ever had occasion to come across in our many years of rice business, and we feel that your continued efforts to give proper and authentic information have been well exemplified by this exceptionally fine report of yours."

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#### RESOLUTION COMMENDS

##### COTTON WORK OF AMS

A resolution expressing appreciation of our cotton classing, market news, and grade and staple statistics work in California, and recommending continuation and expansion, was unanimously adopted by the Cotton Section of the California Farm Bureau Federation at the 22nd annual meeting of the Federation on November 11 at Stockton, Calif. C. L. Finch of the Washington office of the Cotton Division, and Leavern Lackey, chairman of the Division's Board of Cotton Examiners at Bakersfield, represented the Agricultural Marketing Service. Those in attendance seemed to be particularly interested in the cotton work of AMS and in some of the subjects dealt with in the paper presented by Mr. Finch on "Future Demand for California Cotton."

CASES UNDER INSECTICIDE ACT VARY WIDELY; ONE  
OFFENDING PRODUCT PROVES TO BE CHINESE INCENSE

That cases under the Insecticide Act vary widely and that offending products turn out to be far afield from the claims made for them, the following examples will show.

On November 18, a seizure action under the Insecticide Act was tried in the Federal court at Newark, N. J. The case involved 119 54-gallon drums of a so-called "Disinfecting Spray," valued at about \$2400, which had been seized on April 25, 1935, on the premises of the Universal Paint & Varnish Company at Union, N. J.

The seizure was an act of cooperation with the Alcohol Tax Unit of the Bureau of Internal Revenue, which agency had well-founded suspicions that the product was being illegally diverted for beverage purposes. The drums were originally labeled "CD #10 completely denatured alcohol" and had been previously seized by the Alcohol Tax Unit from a warehouse in New York City. However, as the Tax Unit was unable to prove that it would be used for illegal purposes, the goods were released by the court. They were then removed by the claimant to another warehouse in New York City where a small quantity of oil of citronella was added to the material, the reference to alcohol obliterated, and the words "Disinfecting Spray" in yellow letters stenciled on the drum heads. The lot was then sold by the United Refining Corporation of New York City to the Universal Paint and Varnish Company at Union, N. J.

This labeling of the product as "Disinfecting Spray" brought it within the scope of the Insecticide Act. Analysis by chemists of the Insectide Division showed the material to consist of 93 percent alcohol, water, and a sufficient quantity of oil of citronella and other essential oils to give the mixture a yellowish color. The product was found to be in violation of the Insecticide Act in that no ingredient statement appeared on the label, and its designation as "Disinfecting Spray" was indefinite and misleading. The drums were seized.

Because of a prosecution case brought by the Alcohol Tax Unit against the claimant and for other reasons, trial was delayed until November 18, 1940. After the Government's testimony was in, the claimant decided not to offer any evidence but agreed to admit the allegations set out in the libel and consented to the entry of a decree of condemnation and forfeiture. Thereupon such a decree was issued by the court permitting the claimant to sell, within a 30-day limit, the contents of the drums to a purchaser to be approved by the investigator in charge of the Alcohol Tax Unit branch at Newark, N. J., the proceeds of this sale to be used to pay costs and any sum remaining to be divided equally between the Government and the claimant. The decree further provided that in the event the sale is not consummated within the period of 30 days, the merchandise is to be disposed of according to law and any interest of the claimant shall be terminated.



Fine of \$60 Imposed

In a recent case under the Insecticide Act, the Sentinel Chemical Company, Oakland, Calif., pleaded guilty to an information containing six counts that involved three products -- "Sentinel Konisol," "Sentinel Pine-O-Zone," and "Sentinel Technichlor." A fine of \$60.00 was imposed.

The product Konisol contained more of the inert ingredient (water) and less alcohol than claimed on the label. Both Konisol and Pine-O-Zone were pine oil disinfectants recommended for the disinfection of surgical instruments and for other uses as disinfectants, which recommendations were false because the products when used as directed would not act as disinfectants. The Technichlor was represented as having sterilizing properties, which it did not possess, and its label failed to bear the ingredient statement in the form required by the statute. Also, the directions provided for dilutions much too weak to be effective.

Incense -- Not Disinfectant

An importation of incense sticks from China was recently detained by the San Francisco office of the Insecticide Division. The labeling on the containers bore claims for the use of the product for the control of mosquitoes and other harmful insects, and as an antiseptic and disinfectant in the prevention of plague and malaria.

The importer admitted that these claims were unjustified and agreed to relabel the packages by obliterating all of the offending claims. After the importer's compliance with the conditions imposed by the Department, the shipment was released, and the product now appears on the market as ordinary Chinese incense.

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The complete list of surplus food stamps for the December 1 to 31 period in all areas under the Food Stamp Plan (announced December 7) is:

Fresh grapefruit, cabbage, onions (except green onions), Irish potatoes, apples, pears, oranges, butter, raisins, rice, pork, lard, all pork (except that cooked or packed in metal or glass containers), corn meal, shell eggs, dried prunes, hominy (corn) grits, dry edible beans, wheat flour, and whole wheat (Graham) flour. These are the same foods which were nationally listed for all Stamp Plan areas during the month of November.

JAMES G. CROSS
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James G. Cross, specialist in transportation, died late Friday, November 22, following several weeks of illness. Mr. Cross had had several slight heart attacks which led him to have a complete physical check-up. Immediately thereafter, just when he had completed all arrangements to start on an extended official trip on November 6, he was stricken.

Mr. Cross was born at Richmond, Va., in 1885. After his early schooling, including 2½ years at Randolph Macon College, he served 14 years with railroad companies from which he gained knowledge of the details of railroad organizations. In September 1918 he was appointed assistant in transportation with the old Bureau of Markets which later became a part of the Bureau of Agricultural Economics. Ever since that time he has been identified with the work of collecting transportation statistics.

Mr. Cross was immediately responsible for all contacts and negotiations with all transportation lines, express companies, and steamboat lines in connection with the market news services on agricultural commodities. This work involved the gathering of daily telegraphic reports from all railways on the carlot movement of fruits and vegetables and on arrivals and unloads in the principal markets, the gathering of data from local station agents over the entire country for a monthly report on actual loadings of fruits and vegetables, and the compilation of daily and monthly statistics on shipments of livestock and other commodities as reported by the transportation lines.

From the beginning of this service 22 years ago, common carriers have reported voluntarily. "The excellent cooperation received these many years," said Mr. Kitchen, "is due in large part to the untiring efforts of Mr. Cross. The work which he so long and so efficiently handled has been an invaluable factor in formulating individual and public marketing plans and programs." Much of Mr. Cross' success was due to his outstanding affability. This marked his relations with the trade and his associates in the Service.

CARL F. WELSH
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Carl F. Welsh of the Washington hay laboratory of the Grain and Seed Division died November 18 at Providence Hospital following a month's illness. Mr. Welsh was a hay inspector for the Washington area and worked on the color problems related to hay standardization and inspection.

He contributed much to the development of the application of color to hay standardization and inspection, particularly to developing the earlier models of the colorimeter. A colorimeter, although very different in type, has continued to be used for hay and for other agricultural products.



For about 10 years Mr. Welsh conducted the annual training school for veterinary technicians to prepare them for their work in inspecting hay for use at Army posts.

He performed valuable service to the Bureau of Dairy Industry and the Bureau of Animal Industry in helping them to locate special types or qualities of hay for their research work. Those in administrative charge of the work of these two bureaus commended him highly for this assistance. One of his outstanding accomplishments was his ability to apply the U. S. hay standards in a practical manner, and for this he gained recognition in the Department.

Mr. Welsh entered the Michigan State College of Agriculture for the year 1917-18 but left very soon to enter the Army where he remained until the close of the World War. He never went overseas but was stationed at Walter Reed General Hospital to train service men in gardening and floriculture.

Surviving Mr. Welsh are his widow and father.

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PUBLICATIONS ON MARKETING  
in the Library  
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Florida

Scruggs, F. H. Annual fruit and vegetable report, 1939-40 season. 64pp., processed. Jacksonville, Fla. Department of agriculture, State marketing bureau, 1940.

Illinois

Illinois, University. College of agriculture. Extension service. Papers presented at the Program on grain marketing held during Farm and home week, University of Illinois, January 9, 1940. 19pp., processed. Urbana, Ill., 1940. (Illinois agricultural extension service. AE-1349).

Illinois, University. College of agriculture. Extension service. Some aspects of problems in livestock marketing as presented at the Livestock marketing program, Farm and home week, University of Illinois, January 9, 1940. 20pp., processed. Urbana, Ill., 1940. (Illinois agricultural extension service. AE-1373)

Kentucky

Card, D. G., and Clark, C. M. Seasonal movements in prices and sales of Burley tobacco. pp. 401-485. Lexington, Ky., 1940. (Kentucky. Agricultural experiment station bulletin 409)

## SECURITY FOR FARM TENANTS IS THEME OF NEW BULLETIN

"Security for Farm Tenants" is the title of a new 16-page bulletin of the USDA about the tenant purchase program of the Farm Security Administration. The following are excerpts from two sections of the bulletin:

### Government Help for Farm Tenants

To help check the alarming increase in farm tenancy, Congress passed the Bankhead-Jones Farm Tenant Act in 1937. This law authorized the Farm Security Administration to make loans to capable, worthy tenant, sharecropper, and farm laborer families to enable them to buy land of their own.

These loans are made only to families which cannot get money to buy a homestead anywhere else. They are just large enough to cover the cost of a family-type farm and the expense of repairing old farm buildings or putting up new ones. Loans are made only to American citizens, and preference is given to those who can make a down payment, or who own the livestock and equipment needed to operate a farm.

Borrowers are selected by committees of three local farmers in each county where the program is in operation. \* \* \* The loans may be repaid over a period of 40 years \* \* \*. They carry 3 percent interest. \* \* \* Borrower may use a "variable payment system," under which he pays more in years of good crops and high prices and less in years of crop failure and low prices.

### Results

\* \* \* Preliminary figures indicate \* \* \* that the new owners are not only living better and contributing to the wealth of the Nation instead of wasting it, but also are repaying their loans. During the first 2 years of the program, although there were a few delinquencies, total repayments were slightly in excess of maturities.

It was recognized from the beginning that the tenant purchase program in its early stages would affect only a small portion of the tenant farmers who needed help. \* \* \* Tenant loans were recognized as only one of several necessary methods of attacking the problems of tenancy.

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In the COTTON BOLLERS (bowling league of the Cotton Division) the Spinners are now topping the list after 21 games of the season; next in order are the Pickers and Classers tied for second place, and the Ginners as low team. Miss Gertrude Mesimer is Captain of the leading team.



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INSTRUCTIONS, REGULATIONS, RULINGS  
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FIELD OFFICERS ASKED TO CONTINUE AID IN  
COLLECTING SAMPLES UNDER INSECTICIDE ACT

The Business Manager calls attention to the memorandum of Mr. Kitchen of August 3, 1940, to representatives in charge of field offices, in which the Chief requests that these representatives assist in the collection of samples incident to the enforcement of the Insecticide Act. The cooperation of our field personnel in this matter has been very satisfactory. As these collections will be more numerous in the future, all representatives of the Agricultural Marketing Service, when called upon to render such assistance, are requested to familiarize themselves fully with the instructions contained in Mr. Kitchen's memorandum of August 3 and with any supplemental instructions that may be issued by the Insecticide Division with respect to collecting specific samples, as the success of this phase of our work depends to a great extent upon the completeness of the material collected.

NEW INSTRUCTIONS FOR EMPLOYING  
UNDER LETTERS OF AUTHORIZATION

The details of handling employment under letters of authorization have caused some confusion for some time past. For the purpose of correcting this situation and with a view to clarifying the entire subject, the Business Office of the Service has just issued a set of instructions that shall be followed by each local field office in making employment under letter of authorization.

The instructions will be transmitted to each field office by their respective Divisions. Any instructions that may have appeared from time to time in the former B.A.E. NEWS and THE A. M. S. NEWS are superseded by these new instructions. Any questions that may arise concerning the application of these instructions to specific cases should be taken up with the Washington office of the Division concerned.

NO LEAVE CHARGE FOR ABSENCE FOR  
EXAMINATION FOR MILITARY DUTY

It has been brought to the attention of the Service that employees ordered to report for physical examination in connection with military training and service shall be excused without charge against leave for a period of sufficient duration to enable them to submit to such examination, but for no additional purpose. Employees who are required to take such examinations should notify their immediate supervisor who in turn should inform the division leader in Washington.

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 DEMOCRACY AS VIEWED BY THE LEADERS  
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I doubt if many of our citizens ever stop to think what it means to live in a democracy. They take it for granted that they may worship as they please. No one ever questions their right to speak and publish, within the limits of decency, anything they may choose to say. They vote for whom and for what they please and, when the issue is decided, they accept without quarrel the verdict of the majority. By proper application of their talents, they work at any trade or any profession. The humblest one among them can rise to the highest heights unhandicapped by caste or social barricades.

These things and many others are so routine in this democracy of ours that it is difficult for us to appreciate the fact that few, if any, other nations on earth enjoy the freedom that the principles of democracy permit us to take for granted.

- Chester C. Davis, Address, Annual Meeting of the  
 Southern States Cooperative, Baltimore, Md.,  
 Nov. 1, 1940.

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Our democracy has worked pretty well for the citizen groups who can make their voices heard in the legislative halls and the administrative offices because they pay the taxes. These citizen groups, including the middle and upper income farmers, are fairly well organized and they know the art of presenting their needs to Government. That is as it should be. One essential cog-wheel in our democratic governmental machinery is the economic interest-group organization. The interest groups manage to keep things on a fairly even keel for large numbers of citizens who can make their voices heard.

But the disadvantaged in agriculture must be heard. Their voices lack the megaphone of a group organization and so are heard only faintly. We will be wise to lend a sensitive ear to them, however. They contribute most heavily of all the families of the Nation to the replenishment of our population's numbers. It is frightening to think about the harm that will be done our democratic ideal within the next two generations if health and education and opportunity and a place in the regard of their fellow citizens is not soon granted them more generously.

- Claude R. Wickard, Address, American Association of  
 Land Grant Colleges and Universities, Chicago, Ill.,  
 Nov. 13, 1940.

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Herbert F. Foye, mimeograph operator of the AMS joint office at Boston, began a year of military duty, November 25, with the 101st Observation Squadron, Massachusetts National Guard.



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REPORTS AND RELEASES  
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MARKET SUMMARIES

BRIEF REVIEW OF THE SOUTH CAROLINA CUCUMBER AND TOMATO SHIPPING SEASON, by O. G. Strauss, Charleston, S. C.; Clemson College Extension Service, Division of Markets, cooperating.

MARKETING FLORIDA CITRUS, SUMMARY OF 1939-40 SEASON, by H. F. Willson, Lakeland, Fla.; Florida State Marketing Bureau cooperating.

NOTICES OF JUDGMENT

NOTICES OF JUDGMENT UNDER THE INSECTICIDE ACT (Given pursuant to section 4 of the Insecticide Act) 1746-1762. These are the first printed Notices of Judgment under the Insecticide Act issued by AMS. Previously these notices were issued by the Food and Drug Administration when this branch of work was a part of that agency.

FARM FLASHES

CATTLE ON FEED.

GENERAL CROP REPORT.

LAMB FEEDING SITUATION.

PRESS RELEASES

CHANGES PROPOSED IN FEDERAL STANDARDS FOR OATS AND RYE. (Nov. 18.)

Service announces six public conferences on proposed changes.

OUTPUT OF MANUFACTURED DAIRY PRODUCTS IN 1939 SHOWS SLIGHT DECREASE FROM 1938. (Nov. 18.) Service issues preliminary report on 1939 dairy products production; to issue more detailed report later.

CONSUMER OPINION SURVEY EXPECTED TO THROW LIGHT ON GRADE LABELING. (Nov. 19.) Service announces survey on labeling of canned food products, to be directed by Dr. Alice B. Edwards and conducted in cooperation with several universities.

A CAUTION TO BUYERS OF WHITE CLOVER SEED. (Nov. 20.) Service warns against substitution of Ladino clover for white clover seed.

J. G. CROSS, SPECIALIST IN TRANSPORTATION DIES. (Nov. 23.) (See page 10.)

FARM PRODUCTS PRICES HOLD GAINS SHOWN IN MID-OCTOBER. (Nov. 29.)

Service reports mid-November prices as averaging the same as a month earlier. At 99 percent of the 1910-14 level, the index was 2 points higher than in November last year.

RELEASE TO EXTENSION EDITORS (COTTON STATES)

MANY COTTON FARMERS LISTED FOR 1940 FREE CLASSING.

REPORTS

COTTON QUALITY STATISTICS, UNITED STATES, 1939-40, are presented in a 71-page multilithed report now available. This publication is a continuation of a series of reports issued previously under the title "Grade, Staple Length, and Tenderability of Cotton in the United States." Nine State agencies are listed as having cooperated in assembling the

information on which this report is based. Credit for cooperation is also given to ginners, warehouses, dealers, manufacturers, and owners of cotton.

DAIRY PRODUCTS MANUFACTURED 1939. This is a preliminary report by States of dairy products manufactured for 1939. It will be supplemented by a more detailed and comprehensive publication to be released in March 1941.

MONTHLY SALES OF PRINCIPAL FIELD CROPS, 1939 CROP WITH COMPARISONS. Statistics in this report are presented by leading marketing States for wheat corn, grain sorghum, oats, rye, barley, flaxseed, soybeans, dry edible beans, hay, and buckwheat.

IOWA CORN, ESTIMATED ACREAGE, YIELD, AND PRODUCTION, 1928-1939. This report is one in a series released by the Agricultural Statistics Division in its program of revising county acreage, yield, and production estimates.

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COMMENTS FROM THE PRESS  
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Under the title "Grade Labels Get 9 Million Case Test," FOOD FIELD REPORTER of New York City (issue of November 25, 1940) carries a lengthy article concerning the use by one large grocery store chain and the intended adoption by another one and by a large New York Department store, of A-B-C grade labeling of canned fruits and vegetables. The article opens with the following paragraph:

"A-B-C grade labeling of canned fruits and vegetables is coming to the fore with a rush, indications being that next two years will see greatest activity ever on this front. This activity, it is believed, is likely to result either in universal adoption of grade labeling or its demise."

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A columnist who signs himself "Better Profits" makes the following comment in an article entitled "Grade Labeling" in THE CANNING TRADE of November 18:

"This column has said more than once that the writer understands the many reasons why one canner after another does not wish to adopt the Government grade 'A' 'B' and 'C' labeling plan, but I am still unable to understand why canners seeking to establish their brands will not welcome the opportunity offered them to so designate their brands that the most uninformed will acknowledge without question the superiority in quality and flavor of a brand labeled 'U. S. Grade A (Fancy)' over so many brands on the market today."



Another writer who conducts a column entitled "The Market Viewpoint" in THE DAIRY RECFD under the signature "Commentator," discusses the inspection work of AMS in part as follows in the November 13 issue of that paper:

"Inspection work of the Federal Department of Agriculture has become increasingly important and it is worthy of note that the Department is still trying to improve on this service. Inspection of various food products has been in effect about 25 years. \* \* \*

"The regular inspection for grades have become standard practice with such products as dairy and poultry products, and fruits and vegetables. Most firms in any branch of the produce business make frequent use of these inspections and they have a lot of weight. Even the most ignorant among the trade have come to realize that these technically trained inspectors know their business. At one time 'practical' boys thought that the only man who knew grade and quality was somebody who had stood around in a dirty salesman's coat for the past 30 years. They know different now.

"It is no small task to keep the inspection system uniform and to keep all inspectors in line. It is easy in inspecting products day in and day out to vary a little and become either too technical about minor defects, or to become lax and let down the bars too much. In order to maintain uniformity the department now aims at supervision and has some inspectors move around the country to check up. Results from this practice are apparently working out very well."

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HERE AND THERE  
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W. F. Callander, in charge, Agricultural Statistics Division, and C. F. Sarle, director, Division of Economics, Insurance, Warehousing, and Transportation, of the Commodity Credit Corporation, will spend December 10, 11, and 12 in North Carolina. They will confer with officials of the North Carolina Agricultural College and the State statistician to arrange for a cooperative project for analyzing statistical data collected by the statistician's office in North Carolina. Mr. Callendar will remain an additional day to confer with the Commissioner of Agriculture about cooperative reporting work, and to review the work of the statistician's office.

E. O. Pollock, Grain and Seed Division, will be in Chicago December 3 and 4 for the meeting of the International Crop Improvement Association.

G. S. Meloy, of the Cotton Division will attend the annual session of the Maryland State Grange in Baltimore, Md., December 3, 4, and 5, where he will make his 27th annual report as treasurer. Mr. Meloy is a past master of the Beltsville Grange and of the Prince George's County Pomona Grange and is at present both chaplain of the Beltsville Grange and treasurer of the Maryland State Grange.

M. O. Cooper, assistant in charge, Packers and Stockyards Division, left Washington November 30 for a field trip of approximately 2 weeks to attend the hearing now in progress at St. Louis, Mo., and to visit the following markets in the interest of the enforcement of the Packers and Stockyards Act: Kansas City, Denver, Omaha, Chicago, Milwaukee, and Peoria.

R. H. Black, Grain and Seed Division, now stationed at the Beltsville Research Center, will represent the Washington office at the hearings relative to the proposed amendments to the United States grain standards for rye and for oats. As announced in the last issue of THE AMS NEWS, six hearings are scheduled: in Grand Forks, Minneapolis, Aberdeen, Omaha, Peoria, and Chicago. In the cities where the Division has local representation, officials of those offices also will be on hand for the hearings.

This month Walter A. Davidson is attending three meetings in Chicago. They are the meeting of the International Crop Improvement Association, being held December 3 and 4, the meeting of the Seed Council of North America and that of the American Society of Agronomy, each of which will be in session from December 4-6.

Niels I. Nielson, senior agricultural statistician at Portland, Oreg., will attend a meeting of the Eastern Oregon Wheat League at Pendleton, Oreg. He will take part in the discussion of supplies, demands, production, handling, and marketing problems of wheat growers.

B. W. Whitlock, in charge of the Pacific Coast Headquarters at Portland, Grain and Seed Division, and John N. Savage, in charge of the Portland office of the Warehouse Division, also will go to this meeting.

Everett F. Buffington, Cotton Division, is in Columbia, S. C., to serve during the next month on the cotton classing board at that point.

O. F. Phillips, chairman of the Board of Review at Chicago, Grain and Seed Division, will attend a meeting of the American Society of Agronomy in that city, December 4-6. He is on the program to make an address entitled, "New Varieties of Wheat in Relation to Inspection and Grading Under the U. S. Grain Standards Act."

Dewey M. Crim, of the Lexington, Ky., office, Packers and Stockyards Division, will discuss that Division's activities in regard to testing livestock scales at the 16th annual conference of the Ohio Sealers' Association in Columbus, December 3-5.

B. H. Bennett and R. F. Moore, Agricultural Statistics Division, discussed with officials of the Virginia Bureau of Markets, in Richmond, November 29, some of the problems concerned with the collection of current information on the production of baby chicks by commercial hatcheries in that State. The problem of obtaining information on the total numbers of broilers produced in Virginia each year also was discussed. In the past few years, Virginia has become an important producer of out-of-season broilers for the Washington, Philadelphia, and New York markets, as well as for local Virginia markets; therefore current information on the production of out-of-season hatchery chicks in that State will serve as an excellent barometer of broiler supplies that can be expected 2 to 3 months later.



William C. Ball, junior marketing specialist, will report for duty at the Fort Worth, Tex., office of the Packers and Stockyards Division, December 2.

M. L. Lowe, regional truck crop statistician stationed in the Lansing, Mich., office of the Agricultural Statistics Division, addressed a meeting of Indiana Muck Crop Farmers held in Garrett, Ind., November 27. His subject was "Market Information."

James E. Smith, junior accountant, will report for duty at the National Stock Yards, Ill., office of the Packers and Stockyards Division, December 2.

Two newly appointed junior marketing specialists -- Robert M. Fox of St. Louis, Mo., and Earlis R. Mead of Kansas City, Kans. -- will join the Chicago market news service of the Fruit and Vegetable Division, December 2. Ober G. Strauss, a member of that Division from 1920-35 has been reinstated, and will report on December 2, as an assistant marketing specialist in the inspection office in New York City.

John C. Scholl of Raleigh, N. C., has been appointed assistant agricultural statistician in the Agricultural Statistics Division, effective November 16. Mr. Scholl will be engaged in assembling basic weather data to be used in current crop forecasts and in the crop-weather research projects sponsored by AMS. He will also conduct research studies on the relation of climatological factors to crop yields.

Mr. Scholl obtained his B. S. from North Carolina State College at Raleigh in 1931. He has had 6 years' experience at the North Carolina Climatological and River Center of the Weather Bureau and over 2 years' experience at the Weather Bureau Airport Station at Greensboro, N. C.

Thomas Kerr of Raleigh, N. C., spent several days recently in the fiber laboratories of the Cotton Division. Dr. Kerr is a member of the Bureau of Plant Industry staff with headquarters at Raleigh. His Bureau is cooperating with AMS in a study of the application of X-rays to problems of cotton quality and the influence of weather and growth conditions on the structural arrangement of cotton fiber.

Myron P. Jacoby, accountant, Packers and Stockyards Division, returned to Washington November 25, after having been in the field since the latter part of August to make audits of the commission men's books at Buffalo, Cleveland, Detroit, and Pittsburgh.

B. H. Bennett, Agricultural Statistics Division, will leave Washington December 4 to visit a number of the Division's field offices in the Middle West. His itinerary includes stops at Lafayette, Ind., Chicago and Springfield, Ill., Des Moines, Iowa, and Lansing, Mich. He will discuss with the Division's field representatives and State officials problems connected with the Division's enumeration of the production of manufactured dairy products during 1940.

R. L. Nixon, Cotton Division, returned to the Washington office on November 22 after an assignment of several weeks special duty at the field office of the Division at Atlanta.

FOOD AND COTTON STAMP PLANS is a selected list of reference from BAE, just off the press. Compiled by Miss Mamie I. Herb of the BAE library, it has been released as Economic Library List No. 18.

Fred Taylor, Cotton Division, returned to Washington late in November from a field trip covering cotton mills in Tennessee, Mississippi, Texas, and Oklahoma. Since the middle of October Mr. Taylor has been interviewing manufacturers of cotton goods in those States with respect to the quality and quantities of raw cotton used in their mills for various types of cotton goods and the use of the official cotton standards of the United States in specifying their requirements.

Friends of the Taylors will be glad to learn of the safe arrival in this country on December 1 of their daughter Lillis (Mrs. H. G. Harker) and her two small children who left Kobe, Japan, on November 11. Mr. Harker is sales manager in Kobe for a British chemical concern.

Leland N. Allen, associate seed technologist at Montgomery, Ala., discussed the provisions of the Federal Seed Act at the meeting of the South Carolina Seedsmen's Association, held in Columbia, S. C., November 14 and 15. On December 10, Mr. Allen will attend a meeting of the Georgia Seedsmen's Association at Macon, Ga.



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# The News

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MARKETING SERVICE

ISSUED SEMI-MONTHLY FOR THE STAFF OF THE AGRICULTURAL MARKETING SERVICE,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D.C.

December 16, 1940

Vol. 3, No. 11 *file 12*

## AMS DESIGNATED AS A DEFENSE AGENCY

The Agricultural Marketing Service has been designated as a national defense agency. In an announcement to the Department of November 28, 1940, the Civil Service included this Service in a list of the following Department agencies so designated:

- Bureau of Agricultural Chemistry and Engineering
- Forest Service
- Bureau of Animal Industry
- Office of Land Use Coordination
- Bureau of Home Economics
- Aerial Photographic Laboratory of the Agricultural  
Adjustment Administration
- Surplus Marketing Administration
- Bureau of Agricultural Economics
- Office of the Secretary of Agriculture

It will be recalled that in the NEWS of November 15, 1940, the following five other branches of the Department were listed as having been designated as defense agencies. As explained at that time, defense agencies have priority rights in drawing personnel from the Civil Service lists and are permitted to take employees from other agencies not designated as defense units, providing the employee and the Civil Service Commission agree.

- Rural Electrification Administration
- Commodity Credit Corporation
- Office of Foreign Agricultural Relations
- Cartographic Division and the Land Acquisition Division of  
the Soil Conservation Service

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## AMS STATISTICIANS ON PROGRAMS OF TWO ANNUAL ASSOCIATION MEETINGS

The Agricultural Statistics Division will be represented on the programs of two annual meetings of associations during Christmas week. W. F. Callander, of the Washington office, and Arnold W. King, of the Ames, Iowa, office will attend the 102nd annual meeting of the American Statistical Association in Chicago, Ill., December 26-28. Mr. King will present a paper on the subject, "Application of Sampling to Agricultural Statistics;" Mr. Callander will participate in the discussions and will

also consult with members of the Association to obtain new ideas with respect to developments in the statistical field that may be applied to the field of forecasting and estimating crop and livestock production.

The American Farm Economic Association will hold its 31st annual meeting in New Orleans, December 27-28. Three field statisticians of the Agricultural Statistics Division, will take part in the program on the 28th. H. H. Schutz, of the Baton Rouge, La., office, has been designated to act as chairman of the Agricultural Statistics round table at the morning session, D. A. McCandliss, of the Gulfport, Miss., office, will give a paper entitled, "Objective Sampling in Estimating Southern Crops;" and V. C. Childs, of the Austin, Tex., office, a paper on the subject, "Problems in Estimating Texas Citrus Production."

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"THIS IS WIRE, INDIANAPOLIS," current yearbook of radio station WIRE of Indianapolis, devotes a page to photographs of participants in the Indiana Farm and Home Hour. Among them are three photographs of local members of the market news staff of the Livestock, Meats, and Wool Division of AMS, which bear captions reading in part as follows: "Al Paden (in charge) \* \* \* broadcasts your livestock markets digest at noon." "Paul Austendorf (junior marketing specialist) \* \* \* does relief work on the noon broadcast. We caught him in the hog pens with a group of traders and stock men." "Kenny Fuller (clerk-typist) \* \* \* reports the early morning markets from WIRE'S studio in the Livestock Exchange Building."

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#### "AGRICULTURAL STATISTICS" FOR 1940 NOW COMING FROM THE PRESS

Copies of the 1940 edition of "Agricultural Statistics" are now coming from the press, and a supply is expected within a short while for general distribution. The book was delayed this year, but each Bureau will soon have an allotment for distribution to its corps of workers.

The 1940 edition, which contains 820 statistical tables and 737 pages, is considerably larger than the editions of previous years. The greatest improvement in this year's book is an extensive collection of tables relating to agricultural finance and credit, gathered from all lending agencies of the Department and assembled as a unit of about 60 pages. There are also many new tables on the subject of livestock and slaughter, etc., as well as some new material on per-capita consumption of fruits and vegetables.

Suggestions for new tables or improvements in the 1941 edition of "Agricultural Statistics" should be submitted very promptly to Joseph A. Becker, chairman of the Yearbook Statistical Committee, Room 2425, South Building.



FUNGICIDE FOR TOBACCO BLUE MOLD  
FOUND UNSAFE; MANUFACTURER FINED

A case under the Insecticide Act against the Johnston Chemical Manufacturing Company, Smithfield, N. C., was adjudicated in the District Court at Raleigh on October 28. The defendant entered a plea of nolo contendere and a fine of \$100 was imposed.

The action was based on a sample from a consignment of a fungicide called "Kno-Mold" which had been shipped to a dealer at Moultrie, Ga. The labeling bore a number of unwarranted claims, among which were the following: "'Kno-Mold' a scientific and tested treatment for the prevention and control of blue mold on tobacco beds. The plant food contained in 'Kno-Mold' is the fastest acting known and will grow a healthier plant. 'Kno-Mold' at any strength positively will cause no damage to your plants. This stimulant will drive a healthy plant on to a faster growth and revive a sick one quicker than anything known. This scientific and tested treatment for the prevention and treatment of blue mold has saved thousands of beds in Georgia, Florida, North and South Carolina."

Tests made in collaboration with the scientists of the Tobacco Investigations Division of the Bureau of Plant Industry showed the product, when used as directed on the label and in advertising literature, to be ineffective for the purposes for which it was recommended and unsafe for use on tobacco plants. Obviously this fungicide was prepared and marketed without sufficient scientific tests as to its value. Tobacco is a very important commercial crop in the South, and the tobacco blue mold is a serious disease in the seed beds and frequently causes great losses. Therefore, the sale of this preparation under labeling bearing the foregoing exaggerated efficacy claims constituted an economic fraud on the purchasers.

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AMS FORCE LENDS A HAND TO INTER-  
COLLEGIATE GRAIN JUDGING CONTESTANTS

Students from 8 of 10 college teams entered for the twelfth annual Inter-Collegiate Grain Judging Contest at Kansas City, Mo., November 25, spent 2 profitable days just preceding it at the Kansas City grain office and laboratory

Martin Schuler, in charge of the Kansas City office of the Grain and Seed Division, and Professor C. A. Helm of Missouri College of Agriculture, again supervised the contest as they have done in former years. Just about everybody in the office and laboratory lent a hand to the college boys in one way or another. Gordon F. Hester with the assistance of A. B. Ostrand directed the laboratory training on grain and had charge of the preparation of grain grading samples for the contest. Don E. Rogers prepared the hay types for the tournament and arranged a training period in the laboratory and on the railroad team tracks for those coaches who requested it. W. R. Crispin, formerly of the Kansas City office and now in charge of the seed enforcement office at Columbia, Mo., went to Kansas City for the contest and assisted in grading the contestants' papers.

The winning team, ran up a total of 5,207 points out of a possible 5,400.

## COTTON CLASSING IS USEFUL TO FARMERS

The Cotton Division calls attention to the following release issued by the South Carolina Extension editor from the Clemson Agricultural College:

"Clemson, Nov. 30. Field work in connection with cotton marketing studies undertaken by Dr. W. T. Ferrier and H. A. White, agricultural economists of the South Carolina Experiment Station, shows specific cases where the cotton classing service provided by the United States Department of Agriculture is helping farmers to get more for their cotton. Dr. Ferrier cites three instances.

"One member of an organized group received an offer of 9.25 from a cotton buyer. Upon showing the reports of the Federal classers to his ginner, this grower found that he could obtain an additional 60 points (approximately \$3.00 per bale) by accepting a Government loan on his cotton.

"In another case a producer had received classing service on 60 bales and had obtained a bid of 10 cents a pound. After studying the premiums and discount offered under the government loan program, this producer found that the buyer was offering approximately \$1.00 per bale above the amount he could obtain in a loan, and consequently he sold the 60 bales to the buyer.

"Another producer showed his class cards on 36 bales to a buyer who offered 9.80 without classing the cotton. The producer then showed his cards to his ginner, found that a government loan would net him only 9.61, and sold his cotton outright to get the additional 19 points--about \$1.00 per bale.

"An interesting part of the transaction,' says Dr. Ferrier, 'is that the buyer, who numbers large mills among his customers, did not class the cotton but accepted the report of the Federal classing service, saying 'I have found the Federal classing service consistently good and safe to use. Farmers who know the class of their cotton are easier to deal with because they know what to expect. So long as the classing service remains consistently good it will be very useful.'

"Some counties signed up 100 percent for this free classing service in 1940, and a large increase in the number of organized groups is expected in 1941," says Dr. Ferrier.

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## "THE RATS" DO A GOOD TURN

Acquaintance with "The Rats" for most of us is limited to the statement about it in THE B. A. E. NEWS of February 1, 1938, announcing that the messenger boys of that Bureau had organized a club "to promote good fellowship among their members and to encourage social activities." Membership now extends to the Department as a whole, although most of the representation is from AMS and BAE.

That the club has a serious purpose also was demonstrated early last week. One of the AMS boys who had been confined to a hospital for about 2 weeks was ready to be released, but he needed \$15 to complete payment on his bill. When informed of the predicament the club came to his rescue with the funds from their treasury.



GRAIN MARKET NEWS BROADCASTS NOW  
MADE DAILY AT KANSAS CITY MO.

Through the cooperation of radio station WHB, Kansas City, Mo., Don Rogers of the Grain and Seed Division, that city, is now broadcasting the daily closing of the grain market direct from the Grain Exchange, according to Reuben E. Corbin, regional press and radio representative. A microphone, installed in the telephone booth at the Exchange, makes it possible for Mr. Rogers to be on the air with closing prices within a few seconds after the market closes each day.

This daily grain market report rounds out our radio market news service in Kansas City, as broadcasts are presented regularly from the livestock office and from the fruit and vegetable office.

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JUNIOR WAREHOUSE EXAMINER  
EXAMINATION ANNOUNCED

Examination for Junior Warehouse Examiner (\$2,000 a year) has been announced by the Civil Service Commission. Applications must be on file with the Commission in Washington not later than the following dates: (a) January 6, 1941, if received from States other than those named in (b) following; (b) January 9, 1941, if received from the following States: Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming.

Optional subjects in this examination are (1) cotton warehouses; (2) grain warehouses.

Complete information as to educational and training requirements is contained in the announcement, copies of which can be obtained either at local post offices or by communicating with the nearest Civil Service District Manager. Application blanks can also be obtained from these sources. Employees' immediate superior in the field will be able to advise them as to the location of the nearest District Manager.

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Miss Mary G. Lacy, in addition to her functions as Librarian of the Bureau of Agricultural Economics, has been designated as Assistant Department Librarian, effective November 16, 1940. Announcement to this effect was made by Acting Secretary Paul H. Appleby, December 4.

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The December 15 price report will be released on December 30. E. O. Schlotzhauer, junior agricultural statistician, Austin, Tex., will assist the Crop Reporting Board in preparing it.

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An Executive Order gives all Government employees in Washington and the field a holiday on December 2, 1940, except those who for special reasons cannot be excused from duty on that day.

DR. L. D. IVES RETIRES AFTER MORE  
THAN 34 YEARS OF DEPARTMENT SERVICE

After more than 34 years of Department service, Dr. L. D. Ives, marketing specialist of the New York office of the Dairy and Poultry Division, retired December 1. Dr. Ives was appointed as a veterinary inspector in the Bureau of Animal Industry in 1906. He had been connected with the Dairy and Poultry Division since 1926, when he was transferred from BAI to supervise the live poultry inspection service in New York City. Subsequently he also supervised the inspection service on dressed poultry for condition and wholesomeness in the Eastern States area. The live poultry inspection service was discontinued in 1938. Recently the supervision of the dressed poultry inspection service was transferred to the Washington office and assumed by Dr. B. C. Pier.

In appreciation of Dr. Ives as their superior officer, 16 of the dressed poultry inspectors who served under him gave a testimonial dinner in his honor at the Winfield Scott Hotel at Elizabeth, N. J., on the evening of October 19. As toastmaster, Dr. Pier spoke of Dr. Ives as the first Federal supervisor of the poultry inspection service whose unfailing efforts have firmly established that service. Dr. Ives retires at 68--at his own request.

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G. W. PAYNE RETIRES FROM  
F. & V. INSPECTION SERVICE

G. W. Payne, assistant regional supervisor of the northeastern district of the inspection service, Fruit and Vegetable Division, will leave his New York post on December 31 to retire. Mr. Payne reached his 70th birthday on December 10, but annual leave will carry him through the remainder of this month.

Mr. Payne has been connected with the inspection service since November 1917. He worked briefly in New York, then in 1918 was placed in charge of the Boston office. In 1926 he returned to New York as assistant supervising inspector. Three years later he was advanced to his present position.

The Fruit and Vegetable Division pays him tribute in the Division Letter of December 13, from which the following is quoted:

"Mr. Payne's previous experience in the fruit and vegetable industry has enabled him to make a notable contribution to the inspection service, particularly in its early days when standards had been established for only a few products and the best trade practices were the guide in the certification of quality. His excellent knowledge of trade practices and of commercial values of fresh fruits and vegetables has been of great assistance to both the shipping point and receiving market branches of the service. As assistant regional supervisor his excellent knowledge of the many administrative details of the service, splendid sense of fairness, and good judgment enabled him to fill this exacting position most acceptably to his associates throughout the district and to his superiors in Washington."



## VETERAN IN TELEGRAPH FIELD RETIRES

William C. Groome, who has been employed as a telegrapher and assistant supervisor in the Leased Wire Section of the AMS for the last 20 years, will be retired for physical disability at the expiration of his sick and annual leave, February 28, 1941.

Prior to his appointment in 1920 in the then Bureau of Markets, Mr. Groome was employed for several years as chief telegrapher in the Food Administration during and subsequent to the World War. His experience in the telegraph field extends back over a period of 50 years and he has witnessed many changes and developments in the communications field. Because of his unfailing courtesy and his devotion to duty, Mr. Groome has earned the high regard and friendship of his fellow workers.

His friends in the AMS presented him with a Gladstone bag and other gifts as tokens of their esteem on Saturday afternoon, December 14, at which time refreshments were served. Many gathered to wish Mr. Groome health and happiness.

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## AMS RESPONSE TO RED CROSS ROLL CALL

A final report for AMS on the 1940 Annual Roll Call of the American Red Cross has been compiled by Divisions. Inasmuch as AMS is only in its second year as an entity in the Department of Agriculture, it is thought the following comparative statement of contributions to the Red Cross cause for 1939 and 1940 will be of interest:

DIVISION	KEYMAN	1940 TOTAL	1939 TOTAL
Administrative (inc. Tech. Inves. and Vise)	Mary W. Cannon	\$25.00	\$15.00
Budget, Accounts	Mrs. Iris K. Burns	47.25	38.50
Personnel	A. Leroy Sykes	18.00	19.50
Procurement	Rose L. Moulter	11.00	13.00
Mails, Files	Mrs. Jean Schmedegaard	22.00	20.75
Telegraph Section	Mrs. Ollie Moss	6.00	7.00
Machine Tabulation	Mrs. Lillian J. Holmes	8.00	6.00
Agricultural Statistics	Helen Krahling	114.00	73.00
Cotton Division	Florena L. Cleaves	90.25	82.25
Dairy and Poultry	Helen C. Olson	12.00	8.50
Fruit and Vegetable	Esther J. Eisert	91.00	87.50
Grain and Seed	Mrs. Laura B. Chitty	56.00	45.00
Livestock, Meats, and Wool	Mrs. Madeline Tippet	20.00	19.00
Marketing Information	Mayme C. Parker	22.00	13.00
Packers and Stockyards	Viola C. Reece	27.00	25.00
Tobacco Division	Sara G. Smith	14.00	21.00
Warehouse Division	Mrs. Irena Kimble	10.00	9.00
Insecticide Division	Sue T. Hill	31.00	*
Naval Stores	Mrs. Sara B. Wright	2.00	*
Total . . . . .		\$626.50	\$503.00

\*Not a part of AMS last year.

# AMS PLEDGES TO THE 1941 COMMUNITY CHEST

A total of \$4,584.05 has been pledged the Community Chest for 1941 by the employees of the Agricultural Marketing Service. This represents 86.75 percent of the total allotted this Service. Division returns, in some instances, are low because many AMS employees live in nearby Virginia, Community Chest funds from which were not included this year with the Washington Chest funds. Quotas of Government Departments are based on a percentage of their payrolls. If the quota of AMS had been reduced in proportion to the salaries represented in the Virginia pledges, this Service would have more than passed the goal set for it.

Following is a table showing the pledges and quotas by divisions and sections:

	Employees	Quota	Subscribed	Percent
Office of Chief.....	17	\$190.36	\$287.65	151.11
Insecticide Division.....	22	215.89	310.00	143.59
Tobacco Division.....	16	121.24	132.00	108.87
Naval Stores.....	4	34.99	38.00	108.60
Cotton Division.....	104	802.31	840.81	104.80
Mails and Files Section.....	35	167.15	169.00	101.11
Marketing Information Div.....	26	172.86	173.50	100.37
Budget & Accounts.....	47	267.15	268.14	100.37
Packers & Stockyards.....	33	275.31	275.50	100.07
Machine Tabulation.....	11	54.94	54.95	100.02
Procurement Section.....	10	56.60	56.60	100.00
Fruit & Vegetable Div.....	102	726.86	553.65	76.17
Agricultural Statistics.....	138	916.58	672.75	73.40
Dairy & Poultry Division.....	15	130.51	98.00	75.09
Livestock, Meats & Wool.....	28	239.40	149.50	62.45
Warehouse Division.....	18	139.84	85.50	61.14
Grain & Seed Division.....	72	531.87	298.50	56.12
Personnel Section.....	28	148.31	78.50	52.93
Leased Wire Section.....	14	91.83	41.50	45.19
TOTALS.....	740	\$5,284.00	\$4,584.05	86.75



## SOME HISTORICAL FACTS THAT LED TO MARKET NEWS RADIO BROADCASTS

The 20th anniversary of the broadcasting of market information has aroused considerable interest in the historical background of this work and in what brought about the first use of the radio in getting market reports to the farmer in his home. The Department is observing this anniversary on the Farm and Home Hour today, December 16.

Broadcasting market reports was conceived by W. A. Wheeler, then in charge of the Division of Market Information. Mr. Wheeler had realized for some time that the market news service of the Bureau of Markets was not reaching a large number of farmers located at outlying points. In the absence of specific information these farmers were at considerable disadvantage. At that time Mr. Wheeler's son had a licensed amateur wireless station in his home in Chevy Chase, D. C. Watching his son at work with his instruments and having the desire to improve the daily market news service of the Bureau, gave Mr. Wheeler an inspiration -- to utilize radio in the dissemination of market information.

Early in 1920 Mr. Wheeler discussed his idea with other officials of the Bureau of Markets and of the Bureau of Standards. He made his first public statement on the subject before the National Association of State Marketing Officials later that year, when he announced that arrangements had been completed with Dr. J. H. Dellinger, in charge of the Radio Laboratory of the Bureau of Standards, to broadcast this market information from their station WWV -- as an experiment -- for 4 months. And at 5:00 p.m. on December 15, 1920, Mr. Wheeler's son, Harold, tuned in on his receiving instrument at Chevy Chase and picked up the first radio market report ever aired. Only a handful of wireless operators, mostly amateurs, heard this message. This historic event caused no little excitement in the old Bureau of Markets. The information, consisting of a concise market summary covering practically all farm commodities, was compiled at the Bureau and then sent by special messenger to the Bureau of Standards. It is doubtful if that messenger realized the importance of the work in which he was having a part in establishing.

As this radio work developed, much of the interest of the radio industry centered around technical problems, while only a few were giving their attention to program material. Mr. Wheeler's early interest in this work resulted in his representing the Department at many interdepartmental conferences. He was a member of the Interdepartment Radio Advisory Committee from its inception in 1922 until 1926 and represented the Department in the first National Radio Conferences in 1922, and those following in 1923, 1924, and 1925, and in all matters pertaining to radio during that period.

### Chief and Several Other AMS Men On Anniversary Program Today

The anniversary program today opened with a review of the events of 20 years ago. It was presented by Wallace Kadderly, Chief of Radio Service, and E. J. Rowell, Radio Specialist of AMS. Following this brief resumé the program was transferred to New York City, where E. R. Biddle of

the local office of the Fruit and Vegetable Division and a New York announcer discussed some of the changes which have taken place in the fruit and vegetable market news work during the last 20 years. Mr. Biddle called attention to the changes brought about by the use of the truck in marketing products and the radio in getting information to farmers. In commenting on the latter and its effect on the market news work in New York, Mr. Biddle remarked: "We used to get down there (on the market) around 6 o'clock each morning. Now we have to be there around 3 o'clock during the summer and fall. \* \* \* Trading begins at midnight. There has been enough trading by 3 o'clock so that we are able to begin getting information on supplies and whether prices are heading up, standing still, or going down. We cover the market as well as we can by 6 o'clock, prepare a preliminary report, telephone it to a radio station, and it's on the air at 6:30."

Mr. Biddle also told how the complete report is distributed by mail and leased wire and through the press associations. Everett Mitchell, master of ceremonies of the Farm and Home Hour, was heard next from Chicago. He talked over with Lemuel Wyatt of the Chicago Livestock office the changes during 20 years in market news and radio work in connection with livestock. Mr. Wyatt told of the changes in market terminology and the way such terms have become uniform, as well as other changes that have taken place. In commenting on some of the ways the marketing of livestock has changed, Mr. Wyatt mentioned: "Lighter receipts at the big stockyards, direct buying, auction markets, concentration points, more interior packing plants, quick frozen meats, increased use of trucks." He said: "Many of the packers are now buying direct -- at the farm. They've also built packing plants nearer the places where the livestock is raised and finished for market. Instead of sending their livestock to the large public markets, as their fathers did, some farmers now sell at local auction markets. Many of these auctions don't start selling until their radio has given them reports from some of the big markets."

Next to be heard from was F. H. McCampbell of the San Francisco office of the Dairy and Poultry Division. On the program with him was Kenneth Gapen of the San Francisco office of the Radio Service. Together they treated the dairy and poultry market news in much the same manner as Mr. Biddle and Mr. Wyatt had discussed fruit and vegetable market news. Mr. McCampbell pointed out that three of the important changes in the last 20 years have been the acceptance of AMS quotations as official quotations for the Exchange, as well as for other organizations; the increase in the number and types of reports issued; and the greater speed in getting the market news to the farmers and others interested.

In the concluding portion of the program, which originated in Chicago, Mr. Kitchen brought out for the benefit of the radio audience that the work of the AMS as described by Mr. Biddle, Mr. Wyatt, and Mr. McCampbell "in general is typical of market news reporting on a long list of commodities." "In fact," he said, "for every farm commodity of major importance -- cotton, tobacco, hay, grain, wool, and many others. Furthermore, the reporting is done on all the more important markets." Mr. Kitchen also said: "\* \* \* Today most of the quotations that we report are based on established Federal grades. It wouldn't help much to report prices for potatoes, or cattle, or butter, or hay, unless the farmer knows



how his commodity compares with the quality of the product quoted on. If the farmer has some U. S. No. 1 potatoes, our market quotations make it easy for him to find out how much those potatoes are worth."

In response to a request from Everett Mitchell, Mr. Kitchen defined as follows what he regards as the real object of the market news service:

"The object of the market news service is to help to get a better distribution for farm products by getting them to the market where they are most needed, and to place farmers and dealers on an equal bargaining basis. Until we started this market news work, the farmer generally had to find out about the market through a dealer or other financially interested party. Now, the importance of having the work done by a wholly disinterested agency on a large scale is recognized by farmers and dealers alike."

And in commenting on the importance of radio, the Chief spoke as follows:

"Radio plays a vital part. Today about two-thirds of the farms in the United States have radio receivers. And farm market information is broadcast by more than 400 radio stations one or more times daily on regularly established schedules. This is a fine example of cooperative service in the public interest."

Of the vast audience that must have heard this anniversary broadcast, at least 20 were representatives of the Washington staff of AMS. This group gathered in the radio office of the Marketing Information Division today to hear first-hand the account given by their Chief and other members of the staff of 20 years of market news by radio.

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REPORTS AND RELEASES  
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MARKET SUMMARIES

PRELIMINARY REVIEW OF THE CALIFORNIA 1940 GRAPE SEASON, by A. M. McDowell, Fresno, Calif.; California Department of Agriculture cooperating.

APPLE SUMMARY, - 1940, Martinsburg, Winchester, and Nearby Points, by R. Maynard Peterson, Martinsburg, Va.

PRESS RELEASES

SEED OATS FOR THE SOUTHEAST SEIZED BECAUSE MISLABELED. (Dec. 5.) The Service reported that four shipments of seed sets destined for purchase and planting by farmers in the Southeast were taken off the market for being misbranded in violation of the Federal Seed Act.

AGRICULTURAL MARKETING SERVICE RELEASES ITS 1940 ANNUAL REPORT. (Dec. 16.) The high lights of the Chief's annual report for the fiscal year 1940 are reported. The release reports Mr. Kitchen as saying: "Today's marketing services keep producers and consumers in closer touch with each other. These services are an outgrowth of the distances between farm and market and are essential whether crops are large or small."

### FARM FLASHES

HAY SEED CROP PROSPECTS.  
MORE CHICKENS NEXT YEAR.  
LAMBS ON FEED.

### REPORTS

ANNUAL REPORT ON TOBACCO STATISTICS, 1940. This report is the fifth in a series of annual reports on tobacco statistics authorized and requested by Congress on August 27, 1935. The series presents a broad and comprehensive coverage of statistics on tobacco, with tables based on data gathered and compiled by the Department of Agriculture, together with tables compiled from reports of the Department of Commerce, the Bureau of Internal Revenue, the Bureau of Labor Statistics, and other official sources both in this country and abroad. In this 1940 report a table has been included showing factors for converting reported stocks to a farm-sales-weight basis. Tables have been added showing stocks of miscellaneous domestic and foreign-grown cigarette and smoking tobacco in the United States by quarters. A table also has been included showing current rates of Federal taxes on tobacco products, covering the increased rate levied in accordance with the National Defense program, and effective July 1, 1940.

COMMERCIAL TRUCK CROPS FOR MARKET. This 51-page mimeographed publication contains compilations which show the planting, harvesting, and marketing dates, and the principal areas of production of commercial truck crops grown primarily for fresh consumption. These compilations have been prepared by the Agricultural Statistics Division for the use of its field office, but copies are available for distribution to others who make specific requests.

INDIANA CORN. This 17-page report contains estimates of planted acreage, yield, and production, 1928-39, by counties.

### S. R. A.

SERVICE AND REGULATORY ANNOUNCEMENTS 107, reprinted with amendments, came from the press November 8. This contains Rules and Regulations of the Secretary of Agriculture for the Enforcement of the Produce Agency Act.

### STANDARDS

TENTATIVE UNITED STATES STANDARDS FOR GRADES OF PROCESSED SICILIAN STYLE OLIVES became effective November 25. These tentative standards for grades are defined in a mimeograph recently released.



ON NATIONAL DEFENSE

"In the final analysis, the solution to the problem of poverty in agriculture must include action undertaken within agriculture itself. \* \* \* One of the steps we might have in mind would be the extension of social security benefits to farmers. \* \* \*

"Of course, I realize that social security provisions for agricultural workers and croppers under existing conditions would simply mean that farm owners and farm operators would have to take a cut in an already low return for investment and management. But I am sure that farm owners and farm operators would be glad to see the benefits of social security extended to farmers provided that farm income can be raised to a level with the return of other groups comparatively speaking, and kept at that level. The encouragement of family-sized, owner-operated farms, improvements in rural health and education, the possible decentralization of industries into rural areas, the development of more adequate live-at-home practices on farms -- these also are parts of the attack that must be made. More active conservation of soil and water resources, establishment of cooperative enterprises, fuller efforts toward satisfactory rural housing, wider rural electrification, the equalization of credit opportunities -- these also are needed."

--From Testimony of Secretary of Agriculture Claude R. Wickard, before the House Select Committee to Investigate Interstate Migration of Destitute Citizens, Washington, D. C., December 11, 1940.

\* \* \*

"We badly need the development of a widespread health program, in cooperation with State and local authorities, to reach particularly into the poorer farm areas of our Nation. The problem of poor health on American farms is one of the most serious concerns of this generation. Health conditions in some poor rural areas are almost unbelievably bad -- conditions which should make us Americans turn our heads in shame. \*\*\*

"As we are straining every nerve to strengthen our national defenses, we are becoming acutely conscious that our Nation's health, the tap root of its vital manpower, is not what it should be. Army medical officers have been finding nearly one out of every three volunteers unfit for military service. Moreover -- and this is tremendously significant -- the largest proportion of volunteers comes from the rural areas -- from the areas of high birth rates, limited opportunity, and poor health. Malnutrition, pellagra, hookworm, rickets, tuberculosis -- these are preventable, but dangerous threats to our national safety. Such diseases must be wiped out if the American farmer is ever to move forward, and if this Nation is to maintain the strength which will be required to carry it through the present crisis.

--From speech delivered by C. B. Baldwin, Farm Security Administrator, at the annual stockholders' meeting of Farmers Union cooperatives at St. Paul, Minn., December 14, 1940.

Miles A. Nelson, Director of the Bureau of Agricultural Industry, Michigan Department of Agriculture, recently gave an interesting radio talk in which he described the Federal-State egg grading program. Among other things Mr. Nelson said:

"The egg grading service has been helpful to producers by providing a fair basis for selling their eggs, as all eggs are classified according to a recognized standard grade. \*\*\* It has been noted repeatedly (in Michigan) that as soon as an egg grading station is put in operation the quality of the eggs marketed in that area shows a steady improvement. The adoption of this service by egg marketing organizations has been responsible for many producers in Michigan producing more high quality eggs than ever before. These producers are, in turn, receiving higher prices for eggs than they did before the egg grading service was inaugurated."

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"Agriculture today faces a new test. We are called on for an intense effort to help defend the American democracy which gives us opportunity and freedom. There is loose in the world an evil idea totally opposed to democracy. It is dangerously clever and effective in destroying democracy.

"An aroused America is hastening to organize a powerful defense. For defense, an adequate supply of farm products is absolutely essential. This essential has been provided. Abundant supplies are on hand from this year's production and the Ever Normal Granary reserves of the National Farm Program. Future supplies will be produced in full measure.

"But this Nation needs more than abundant and speedy production and the military training of men.

"We must prepare psychologically and spiritually as we prepare with materials and arms. 130 million Americans must have the conviction that this democracy is worth defending, because it provides security and well-being, productive work, fair pay, and equal treatment for all. \* \* \*

"We are moving into a period of action on many fronts. As we gird for total defense and plan for an American future which will be more civilized and more democratic, I urge: Continue your efforts on behalf of justice for agriculture, and expand them to include all of agriculture. Continue and expand your cooperation with other groups to bring justice to all. There is the contribution organized farmers can make to civic morality and national unity."

---From address of Secretary of Agriculture Claude R. Wickard, before the 22nd annual meeting, American Farm Bureau Federation, Baltimore, Md., December 10, 1940.

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In this and subsequent issues of the NEWS you will note quotations from addresses or papers presented by the Secretary and other Department officials. In each instance full copies of the talk may be obtained upon request from the Marketing Information Division or upon request of the Department's Office of Information.



MANUSCRIPTS TRANSMITTED  
FOR OFFICIAL PUBLICATION

The following manuscripts were submitted to the Division of Publications during November for printing:

SRA 160: Regulations for Warehousemen Storing Wool Under the United States Warehouse Act.

AMS: Cotton Classing and Market News Services for Organized Groups of Growers. Unnumbered publication. Revised for 1941 edition.

ARTICLES EDITED FOR  
OUTSIDE PUBLICATION

The following articles were edited during November for use in the proceedings or periodicals named:

Clay, Harold J.: Shelled Spanish and Runners Advance in Price as Bulk of Southeastern Peanut Crop Goes to Cooperative. For Peanut Journal and Nut World.

Davidson, W. A.: New Developments in the Enforcement of the Federal Seed Act. For International Crop Improvement Association.

Davis, Floyd E.: Influence of Seasonal Distribution of Rainfall and Temperature on Yield of Corn. Address, Annual Meeting, Kansas Weather-Crop Seminar, Kansas City, Mo., Nov. 2, 1940.

Finch, C. L.: Future Demand for California Cotton. Address, Meeting of Cotton Department, California Farm Bureau Federation, Stockton, Nov. 11, 1940.

Kess, E. K.: Buying Beef by Grade. Address, Consumers' Council, St. Louis, Mo., Nov. 6, 1940.

Kitchen, C. W.: A Program for the Federal Inspection of All Leaf Tobacco. Address, Tobacco Conference, American Farm Bureau Federation, Baltimore, Md., Dec. 9, 1940.

Lowe, M. L.: Market Information. Address, Indiana Muck Crop Farmers, Garrett, Ind., Nov. 27, 1940.

Ommodt, B. J.: Butter Grading in Relationship to Quality Improvement. Address, Annual Meeting, California Creamery Operators Association, Oakland, Calif., Nov. 13, 1940.

Reed, H. E.: Provisions and Requirements of the Suggested Uniform State Seed Law. Address, International Crop Improvement Association, Chicago, Ill., December 3, 1940.

Royston, Reginald: Pecans - The Situation and Outlook. Address, Meeting of Oklahoma Pecan Growers' Association, Okemah, Okla., Dec. 4, 1940. (To be presented by Kenneth D. Blood.)

Williams, Paul M.: Florida Takes Part in Nation-Wide Consumer Survey of Grade Labeling. Used by - Florida State Marketing Bureau, in For Want, and Exchange Magazine.

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 PUBLICATIONS ON MARKETING  
 in the Library  
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Florida

Florida. Dept. of agriculture. State marketing bureau. Annual fruit and vegetable report, 1939-40 season, by Frank H. Scruggs,... released September 20, 1940. 64pp., processed. Jacksonville, Fla. [1940] 280.39 F662A 1939/40

Louisiana

Ballinger, Roy A. and Grigsby, Reid M. Marketing fluid milk in Baton Rouge, Louisiana. 39pp., processed. [Baton Rouge, La., 1939] (Dept. of agricultural economics. Mimeographed circular no. 7) 100 L935 no. 7

"Louisiana State university and Agricultural and mechanical college, Agricultural experiment station."

Tennessee

Allred, Charles Ernest, Luebke, Benj. H., and Crawford, Wm. S. Knoxville wholesale fruit and vegetable market. Part I. Buyers and buying problems. 34pp., processed. Knoxville, Tenn., 1940. (Rural research series monograph no. 115) 173.2 W89Co no. 115

"Agricultural economics and rural sociology department. Agricultural experiment station. University of Tennessee."

Allred, Charles Ernest [and] Raskopf, Benj. D. Survey of farmers' selling and purchasing cooperatives in Tennessee, 1938, a preliminary report, 28pp., processed. Knoxville, Tenn., 1940. (Rural research series monograph no. 113) 173.2 W89Co no. 113

"Agricultural economics and rural sociology department, Agricultural experiment station, University of Tennessee in cooperation with Cooperative research and experiment division, Tennessee valley authority."

American institute of cooperation, 16th, East Lansing, Mich. 1940. American cooperation, 1940. A collection of papers comprising the sixteenth summer session of the American institute of cooperation at Michigan state college of agriculture and applied science, July 8 to 12, 1940. 785pp. Washington, D.C., American institute of cooperation [1940] 280.29 Am3A 16th, 1940

Boston conference on distribution. [Proceedings of the] Twelfth...1940 [conference] A national forum for problems of distribution. 103pp. [Boston, Mass., 1940] 286.29 B65 12th

Sponsored by the Retail trade board, Boston chamber of commerce in cooperation with Harvard university, Graduate school of business administration, Boston university, College of business administration, Massachusetts institute of technology and others.

Frederick, John Hutchinson. Public warehousing, its organization, economic services and legal aspects. 30lpp. New York, The Ronald press company [1940] 280.3 F87Pu

"Bibliographical note," pp. 255-257.



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INSTRUCTIONS, REGULATIONS, RULINGS  
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NO FEDERAL SPACE CHANGES TO BE  
MADE WITHOUT WASHINGTON APPROVAL

Attention is called to the following statement by the Chief, Agricultural Marketing Service, relative to the handling of space matters in the field:

"It has been brought to my attention again that one of the representatives of the Service in the field recently released space in a Federal building without communicating either with his division or the business office of the Service in Washington. It has been stated on previous occasions that it is the policy of this Service that no changes, either to increase or decrease space in Federal buildings assigned to this Service, or affecting quarters under lease, should be initiated by any representative in the field without first securing the approval of his division and of the business office in Washington. The necessity for this requirement should be obvious. The men in charge of field offices cannot be kept informed of all plans the Service may have under consideration. In many places the space problem is particularly acute. Continued disregard of these instructions will make disciplinary action necessary.

C. W. Kitchen,  
Chief."

YELLOW CARBONS REQUIRED FOR SPEECHES  
AS WELL AS FOR OUTSIDE ARTICLES

Last June a memorandum was issued to Division Leaders for the attention of head clerks, in which Mr. Sandstrom relayed the following instructions from Morse Salisbury, Acting Director of Information:

"Carbon copies of articles for outside publication which come to this Office tear easily and are difficult to read. For this reason we request that your bureau begin to use as soon as possible for the first carbon copy a yellow sulphite paper -- GPO stock 290 -- a sheet of which is attached."

Although that memorandum did not indicate that a yellow carbon was also desired for speeches, such a carbon is necessary for transmission to the Division of Publications. The Marketing Information Division bespeaks the cooperation of divisions in seeing that one of the two carbon copies of speeches which are furnished it, is on yellow paper.

## RULINGS RELATIVE TO LEAVE FOR CIVIL SERVICE EXAMINATIONS

The Business Manager calls attention to the following provisions governing the granting of leave to employees for the purpose of taking Civil Service examinations, which provisions are now being written into the Department regulations:

- "1. Employees taking noncompetitive Civil Service examinations shall be granted time off without being charged any type of leave for the necessary time to complete the examination.
- "2. Employees taking Bureau or Department examinations for the purpose of determining their qualifications for their positions, or for promotion in the Bureau or Department shall be granted time off for such examination without taking leave.
- "3. Employees taking any open competitive Civil Service examination will be required to take annual leave, or if annual leave is exhausted, leave without pay."

If a different practice has been followed, the above rulings need not be applied retroactively.

## MACHINE SYSTEM ADOPTED FOR RECORDING LEAVE

Following is a memorandum concerning the adoption in AMS of a machine system for recording leave, addressed division and section leaders by the Business Manager on December 6:

"Effective January 1, 1941, the Time and Leave Office is adopting a machine system for recording leave applications. In order that the system may be properly inaugurated, it is essential that all 1940 leave slips be submitted as soon after December 31, 1940, as possible, but in any event not later than January 10, 1941. This applies both to Washington and Field.

"The 1941 records will be prepared on machines and the first entry of record will be the amount of accrued annual and sick leave that each employee has as of January 1, 1941, after having deducted all leave taken during 1940. It is therefore essential that these 1940 leave application forms be promptly rendered.

"Any leave slips applicable to 1940 received subsequent to January 10, 1941, will require an adjustment in the Time and Leave records, necessitating considerable extra work which must be avoided. Your cooperation in this matter will be appreciated."



LIABILITY INSURANCE RATES FOR  
DRIVERS OF GOVERNMENT AUTOMOBILES

In a memorandum of December 9, addressed to Division and Section Leaders, the Business Manager quotes the following communication dated November 28, from the Acting Chief, Office of Plant and Operations:

"For several years group liability insurance has been made available to employees of this Department who drive Government-owned automobiles, and it seems desirable to inform new employees as to the rates charged and where the insurance may be obtained. This insurance is written by Ralph W. Lee & Company, 1508 L Street, N.W., Lewis A. Payne & Company, Investment Building, Long & Curry, Barr Building. All of these firms are located in Washington, D. C.

"Group insurance rates for the year beginning November 1, 1940, are \$8.00 for personal injury damage up to \$5,000 for one, and \$10,000 for two or more persons and for property damage up to \$5,000. For personal damage up to \$10,000 for one person and \$20,000 for two or more persons, and property damage up to \$5,000, the charge is \$9.20.

"The above mentioned firms have informed the Department that this type of insurance cannot be sold in certain States. The list follows as given by each agency:

"Ralph W. Lee & Company - Louisiana, New Hampshire, New York, North Carolina, Texas, Virginia, Washington.

"Long & Curry - Iowa, Ohio, Oregon, Washington.

"Lewis A. Payne & Company - New Hampshire, Virginia, Washington, and the rates for North Carolina will be 50% of the standard premiums applying in that State.

"It is stated, however, that employees from States not listed above who carry this kind of insurance are fully protected when temporarily stationed or traveling in the States listed.

"The insurance is purely personal. No particular car is covered. The protection runs with operation of Government-owned cars or cars assigned to Government use.

"Employees interested in obtaining liability insurance should communicate directly with one of the above-mentioned firms. With inquiries there should be furnished location of car, make, model number and year, and statement whether coach or sedan. Do not send checks in payment of premium to the Department of Agriculture."

The Business Manager desires that the above communication be brought to the attention of all employees who drive Government-owned cars or who use their own cars in transacting official business. He calls attention to the fact that the rates quoted by the above-named firms "are well below the standard rates offered by insurance companies covering privately-owned, passenger-carrying cars operated for personal use."

CREDITING OF JURY  
FEES (SPECIAL CASE)

Budget and Finance Circular 308 reads as follows:

"Public No. 676, 76th Congress, provides in effect that employees called for jury service in Federal or State courts shall not be required to take annual leave or leave without pay during such service, and that fees received by such employees from States shall be credited against the salaries otherwise payable to them. Regulations 1523 and 2532 are being amended to bring them in accord with this Act.

"The Acting Comptroller General's decision B-12873 of October 24, 1940, deals with the case in which an employee receives jury fees greater than his regular salary. The Comptroller General states that in this case the employee should not be paid any salary for the period of his jury service. However, the additional amount of the fees above the employee's regular salary should not be collected from him or charged against him.

"In other words, in no case should the amount collected or deducted on account of jury fees received by an employee exceed the compensation he would have been paid had he not served on the jury. The Government should not realize a profit on a transaction of this nature."

In Administrative Memorandum No. 266 relative to the foregoing Budget and Finance Circular, the Business Manager calls attention to the fact that:

"Instructions contained in Departmental Regulation 1523, Amendment No. 106, dated November 4, 1940, and Regulation 2532, Amendment No. 107, dated November 4, 1940, which will be further amended, are superseded by the provisions of the attached circular to the extent that they may not conflict with this circular.

"The following synopsis of the Comptroller General's Decision B-13341 of November 22, 1940, sets forth the requirements of that office in connection with the preparation of pay roll vouchers wherein there is indicated a refund or deduction of jury duty compensation:

'B-13341. (S) Officers and Employees--State Jury Service-- Compensation Deductions-- Pay Roll Evidence, Etc.

'In view of provision of act of June 29, 1940, for crediting against compensation of Federal employees amounts received for jury service in State courts, pay rolls should show days of jury service and daily fee, amount received from State, and certificate of deposit citation. If employee should make refund, pay roll should show payment of full compensation accrued, but if refund be not made, deduction from compensation should be shown in column, 'Other Deductions,' with appropriate explanation in 'Remarks' column. In support of every refundment or deduction jury duty certificate signed by court clerk should be submitted.

'Retirement deductions should be based on the regular basic statutory salary of an employee without regard to any amount withheld or deducted from his salary during the period he is in receipt of per diem compensation or fees for jury service in a State court.'



"Any questions in connection with the application of these instructions should be referred to the Chief Fiscal Officer of this Service."

#### PRECAUTIONS TO SAFEGUARD LIFE

In the interest of safeguarding life, AMS employees are requested to observe the following instructions with respect to the storage of explosives and to the handling of manuscripts dealing with poisonous substances or dangerous machinery.

In order to prevent serious accidents and thefts, it is urged by the Acting Director of Personnel that each bureau or office using explosives on any project, or which has previously used explosives, make a thorough check of their magazines and warehouses to make sure that all explosives are being properly stored and cared for. Old dynamite, particularly where the cases have not been periodically turned, will become very dangerous when the nitroglycerine has soaked into the box. This is shown by a greasy spot or spots in the box.

When such conditions are found, men thoroughly familiar with handling explosives under such conditions, preferably experts from the manufacturer of the explosives, should be called in to inspect and destroy any cases they consider dangerous.

It is difficult to build a magazine that cannot be opened when not guarded day and night, the Acting Director of Personnel points out. An ordinary magazine is not easily entered when it is visited by a watchman at frequent intervals. It is urged that serious consideration be given to the disposal of all stores of explosives that are not immediately needed or that they be removed to a place that will be guarded.

It is requested that manuscripts dealing with the use of poisonous substances or dangerous machinery, be flagged for special attention in order that the Marketing Information Division can clear them through the Safety Specialist of the Department.

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But people generally, even the so-called practical men, are realizing that the agricultural way of life is something more than better crops, better livestock, and better land. A way of life embraces a whole pattern of existence, in which the relationships between the threads are as important as the threads themselves. It becomes important to know what happens to the pattern when certain threads are pulled. For it is within the pattern rather than on the threads that individual, community, regional, and national life exists.

--From an introduction by John H. Provinse, to  
"Anthropology and Agriculture," Agricultural  
Economics Bibliography No. 89.

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HERE AND THERE  
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Dr. C. C. McDonnell, in charge of the Insecticide Division, was in New York City from December 2 to 4, attending the twenty-seventh annual meeting of the National Association of Insecticide and Disinfectant Manufacturers, Inc. He delivered an address on the subject, "Recent Change in the Organization of the U. S. Department of Agriculture as It May Affect the Enforcement of the Insecticide Act." At the conclusion of the meeting, Dr. McDonnell spent a day at the New York laboratory of the Insecticide Division and discussed with the Chemists there various problems relating to the work.

Robert H. Moats, collaborating statistician of the Agricultural Statistics Division, at Springfield, Ill., a Federal-State cooperative office, has been appointed as junior agricultural statistician in the Division's branch office at Gulfport, Miss. He will report for duty at his new headquarters on or about January 6, 1941.

W. B. Lanham of the Cotton Division is in Atlanta and Memphis this week attending a conference in each city of the personnel attached to the local office and representatives of the Extension and Experiment Stations of cotton producing States. These two conferences were called in order to discuss plans for continuing the free classification and market news service for groups organized under the Smith-Doxey Act. Members of groups approved under this Act receive free classification of all samples of cotton produced by them. The work is conducted cooperatively with the various State institutions. As the volume of classification this season was many times larger than the previous season and promises to be even larger next season, definite plans for the work are being perfected early.

M. J. Johnson, in charge of the Minneapolis office of the Grain and Seed Division, has been invited by the North Dakota Agricultural College to appear on the program of a 10-day course sponsored by the College for grain elevator operators. The course, which will cover grain grading, crop production, and related subjects, will be held at Fargo, N. Dak., January 7 to 17, 1941. Mr. Johnson will participate in the program on January 7, 8, and 9 when the grading of Hard Red Spring and Durum wheats and barley is scheduled as one of the important features of the course.

Kenneth D. Blood, agricultural statistician at Oklahoma City, spoke on "Pecan Production and Related Statistics" at the meeting of the Oklahoma Pecan Growers' Association, in Okemah, Okla., December 4 and 5.

Frank J. Santo recently joined the staff of the Dairy and Poultry Division. He will be in charge of the dairy and poultry grading work at the St. Louis, Mo., office. Mr. Santo was graduated 1937 with a B.S. (poultry and eggs) from Kansas State College of Agriculture. He has had a number of years of experience in the poultry and egg packing business.





